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WORLD DIRECTORY OF SEAFOOD IMPORTERS

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**WORLD DIRECTORY
OF
SEAFOOD IMPORTERS**



**DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
SECTORAL LIAISON SECRETARIAT (TOSA)**

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Ottawa, Canada K1A 0G2
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Fax:(613) 943-1103

ATLANTIC FISHERIES
ADJUSTMENT PROGRAM



April 1994

PROGRAMME D'ADAPTATION DES
PÊCHES DE L'ATLANTIQUE



NOTICE TO READERS

This "World Directory of Seafood Importers" is based on the contributions of Trade Commissioners and Commercial Officers at Canadian Trade Offices abroad. The directory contains information on more than 80 countries or regional markets. The Directory is organized alphabetically by country chapters. Each chapter has three components: (1) a short market profile, (2) a list of seafood buyers, and (3) the name of a contact at a Trade Office who can assist you with your marketing efforts.

Buyers listed in this Directory are generally known to Canadian Trade Offices. **However, it is the sole responsibility of individual Canadian exporters to check the commercial standing of any firms with which commercial arrangements are being contemplated or entered.** Canadian exporters are encouraged to contact individual Trade Offices for guidance on the commercial practices in each country and to identify procedures for checking business references, including credit references.

The Directory is intended to serve a variety of needs. For fish processors and exporters, the Directory provides the essential database required for developing your export marketing strategies. In distributing corporate newsletters and promotional materials, firms can increase their impact and generate business more effectively by concentrating on the lists of buyers provided. When visiting markets or planning to attend foreign trade shows, firms may increase the effectiveness of their participation by contacting buyers prior to events and arranging business meetings well ahead of time. Canadian Trade Offices abroad are usually able to identify additional or alternative commercial contacts to meet the special needs of Canadian exporters.

For industry and export associations, the Directory provides an overview of the pattern of world markets of interest to Canada. In targeting generic promotional newsletters, the Directory should provide a handy distribution list with which to get started. Remember, Trade Commissioners at home and abroad frequently are able to provide more detailed information on the markets of special interest. In addition, Canadian fish and seafood exporters regularly receive from the *Sectoral Liaison Secretariat (TOSA)* such publications as the *Global Market Opportunities Reviews* and *Country Guidelines for Canadian Fish Exporters*.

It is a good idea to inform the Trade Commissioner in each of your foreign markets of your export activities, as they may be able to advise you on avoiding pitfalls and emerging opportunities. You should provide your Trade Commissioner, in advance, with:

- * a summary of your company's activities
- * your previous export experience
- * precise descriptions of your product or service
- * the main selling features of your product or service
- * the type of distributor or representative you want
- * your tentative travel schedule
- * requests for introductions to or appointments with potential agents and/or buyers
- * 5 to 10 copies of your sales brochures

Your Trade Commissioner will help you determine:

- * whether your product or service can be imported into the market
- * the normal distribution channels for your product or service
- * whether there is local or imported competition
- * the buying practices in the market
- * the kind and quality of market support services available (banking, shipping etc.)
- * import policies and restrictions
- * how to quote in the market
- * social, cultural, business, market and political conditions affecting sales

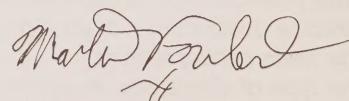
When your marketing plans are completed and the Trade Commissioner has been informed of your intentions, he or she can help you market your product by:

- * canvassing/recommending representatives on the basis of their interest in your product or service (You are well advised to seek the Trade Commissioner's advice before appointing agents. Local laws differ from Canadian practice and changing an unsatisfactory agent in some countries can be difficult, costly and sometimes even impossible.)
- * recommending translation, legal, advertising and other support services
- * arranging meetings for future business trips
- * providing on-the-spot information on duties, taxes and foreign exchange matters, and helping you solve problems in these areas
- * helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement
- * maintaining contact with your agent and providing him or her with support and encouragement

If you find this Directory helpful to your activities, please let us know. If you have suggestions for changes which could improve the Directory's usefulness, please let us know, either through the International Trade Centres (ITC's), or directly through one of the Geographic Trade Divisions, or the Sectoral Liaison Secretariat at the Department of Foreign Affairs and International Trade.

Drafting and logistical services provided by Gary G. Smith of **INFI-GAR Economic Services**.

Information contained in this guide will also be available on a 3.5" diskette which can be obtained from the Canadian Trade Offices or **InfoCentre** in Ottawa, by calling 1-800-267-8376; Fax:(613) 996-9709.



Martin Foubert
Trade Commissioner
Sectoral Liaison Secretariat (TOSA)

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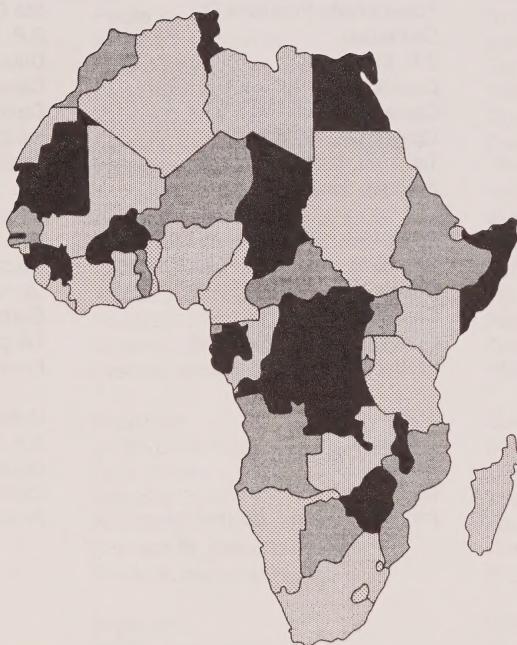
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AFRICA



CAMEROON

The Cameroonian fishing industry has three sectors: the continental fishery, the coastal fishery, and the high seas fishery. It includes trawlers, motorized dugouts and line fishermen. The fleet has 55 trawlers, one factory freezer with a capacity of 150 tonnes per day, and one 4,500-tonne refrigerated storage depot. The bulk of production, about 13,000 tonnes, is from the coastal fishery, which is becoming increasingly industrialized. Small ships are constantly plying the country's 300 km of coastline. Douala, Limbe, Kribi and Tiko are the main fishing ports. Of the shrimp, 90% is exported to France, the Netherlands, Belgium, Italy and the rest of the world. Ten percent is sold on the domestic market, to hotels, supermarkets and restaurants. Other species include sole, gudgeon, Nile perch, freshwater prawn, cuttlefish, carp and mackerel. The refrigeration facilities fall short of the demand.

The fisheries sector has developed at an irregular rate in recent years, with the result that Crevettes du Cameroun, which was responsible for most of the country's production, has had to close its doors. Total consumption of seafood products rose to more than 150,000 tonnes in 1992. The current import market is estimated at 120,000 tonnes of fish and 1,000 tonnes of shrimp. However, imports at the present time total 100,000 tonnes, a figure not expected to increase in the short term given the recent currency devaluation.

Constante Cameroun B.P. 1939 Douala, Cameroon Contact: M. Christian Carlier Tel:(237) 40.83.86./40.62.56 Fax:(237) 40.05.31 Product: fish, crustaceans, molluscs	Poissonnerie Populaire Du Cameroun B.P. 8147 Douala, Cameroon Contact: M. Kouetha Tel:(237) 42-43-85 Product: fish, seafood	Ste Dikabo Et Fils B.P. 586 Douala, Cameroon Contact: M. Dikabo Tel:(237) 42-78-42 Product: fish, seafood
Brother Fish B.P. 15512 Douala Douala, Cameroon Contact: M. Kingue Claude Tel:(237) 42.53.80/42.53.61 Fax:(237) 42.53.94 Product: fish, crustaceans, molluscs	Africa Fish B.P. 3575 Douala, Cameroon Contact: M. Yaya Dahirou Product: fish, seafood	Cotonnec Et Cie B.P. 883 Douala, Cameroon Contact: Directeur General Tel:(237) 42-27-00 Product: fish, seafood
Chalutcam B.P. 2627 Douala, Cameroon Contact: M. Atangana Product: fishmonger, wholesaler	SCPM B.P. 5431 Douala, Cameroon Product: seafood, canned fish	Unifish Cameroon B.P. 5609 Douala, Cameroon Contact: M.J. Pat Ofogba Product: fish, seafood

CANADIAN EMBASSY
Immeuble Stamatiaides,
rue de l'Hôtel de Ville,
P.O. Box 572,
Yaoundé, Republic of Cameroon
Tel:(011-237) 23-02-03/22-18-22
Fax:(011-237) 22-10-90
Contact: Mr. Honore J. Mondonmobe

COTÉ D'IVOIRE

As the main source of protein in Coté d'Ivoire (70%), fish is consumed in great quantities by its people--about 20 kg per person yearly in 1990, versus 10 kg in 1960. Fishing is an important sector, providing direct employment to 70,000 people and 7% of the agricultural GDP. Since its continental shelf has relatively little in the way of fish, Coté d'Ivoire imports more than 60% of its seafood requirement. Imports declined by 22.24% in 1992 to a level of 167,004 tonnes, as opposed to 214,770 in 1991 and 200,209 in 1990. Values of imports were C\$120 million in 1992 and C\$170 million in 1991 (C\$1 = 225 CFA francs). The three main import categories are fresh tuna, about 70,000 tonnes per year, coarse fish such as Spanish sardines, horse mackerel, etc., about 135,000 tonnes per year, and mackerel, about 12,000 tonnes per year.

A major industry is built on the processing of imported tuna. Canned tuna, 80% of which is produced by affiliates of the French group Saupiquet and Pêche et Froid, is exported to Europe (57,000 tonnes/year); thus helping the balance of payments in this sector. French interests directly or indirectly control more than half the production. The main sources of imports are Mauritania, 60,000 tonnes per year; France, 30,000 tonnes per year of tuna; Spain, 17,000 tonnes of tuna, and Russia, 17,000 tonnes per year.

Afric Inter Freeze
 15 BP 1116 Abidjan 15
Coté d'Ivoire
 Tel:(225) 25-14-90
 Fax:(225) 25-19-60
 Contact: M. Joseph Fontana
 Product: fish

Compagnie du Froid Alimentaire
 05 BP 844 Abidjan 05
Coté d'Ivoire
 Tel:(225) 35-64-88
 Fax:(225) 25-39-09
 Contact: M. Jean-François Amida
 Product: fish

Impromer
 07 BP 318 Abidjan 07
Coté d'Ivoire
 Tel:(225) 25-79-55/25-45-82
 Fax:(225) 25-87-16
 Contact: M. Sami Moukarzel
 Product: fish, crustaceans

CANADIAN EMBASSY
Immeuble 'Trade-Center',
23, avenue Nogues, Le Plateau
Abidjan, Côte d'Ivoire
Tel:(011-225) 21-20-09
Fax:(011-225) 22-05-30
Contact: Mr. Ousmane Somali

Syndicat National des Armateurs à la Pêche
 01 BP 14 Abidjan 01
Coté d'Ivoire
 Tel:(225) 27-79-88
 Fax:(225) 25-65-12
 Contact: M. Valy Kanaté, Président
 Product: fish

Awamer
 01 BP 67 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-66-18
 Fax:(225) 25-12-47
 Contact: Mme Awa BA, Directrice
 Product: crustaceans, fish

Pech'azur
 01 BP 2550 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-07-20
 Fax:(225) 25-12-47
 Contact: M. Saliou N'Dione
 Product: crustaceans

Sopa/asti
 01 BP 2730 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-57-16
 Fax:(225) 25-65-12
 Contact: M. Tchibanda, Directeur
 Product: fish, crustaceans

Scodi
 01 BP 677 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-66-74
 Fax:(225) 25-07-52
 Contact: M. Yvon Riva
 Product: tuna

PFCI
 (Filiiale de Pêche/Froid France)
 01 BP 1518 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-75-54
 Fax:(225) 25-60-74
 Contact: M. Michel Delrue
 Product: tuna

CIAP
 01 BP 1508 Abidjan 01
Coté d'Ivoire
 Tel:(225) 25-24-45
 Fax:(225) 25-55-21
 Contact: M. J.R. Foquereau
 Product: fish

REAL
 01 BP 1025 Abidjan 01
Coté d'Ivoire
 Tel:(225) 35-02-80
 Fax:(225) 35-32-98
 Contact: M.D. Pizano
 Product: fish products, fish meal

EGYPT

Egypt is a potential long-term market for substantial volumes of non-traditional fish species as well as new product opportunities. Mackerel and herring seem to offer the best opportunities for sales, although there could be possibilities for other species which may be substituted such as ocean perch, true mullets and hake. Some demand for higher valued products such as salmon does exist, but direct access to this luxury market requires aggressive marketing efforts and commitment on the part of Canadian seafood exporters.

Due to a diminishing budget and foreign exchange constraints, public sector imports have dropped significantly and the government is now encouraging greater participation by the private sector. Private importers would welcome offers from Canadian suppliers on a \$US CIF per ton basis. If Canadian exporters wish to pursue these opportunities, the Canadian Embassy will forward full details on technical, general specifications and phytosanitary requirements according to Egyptian law. An industry spokesperson indicated the hardest aspect of exporting seafood to the Egyptian market is the inspection system which can be very demanding on seafood imports.

3MS
Cairo, Egypt
Contact: Mr. Hassan M. Said
Fax: 356-1791
Product: fish, seafood

Edfina
Alexandria, Egypt
Contact: Mr. Adel El Samahy
Product: fish, seafood

El-Naggar Company
Alexandria, Egypt
Contact: Moustafa El-Naggar
Fax: 808993
Product: fish, seafood

CANADIAN EMBASSY
6 Mohamed Fahmy
el Sayed Street, Garden City
Cairo, Republic of Egypt
P.O. Box 1667,
Tel:(011-20-2) 354-3110
Fax:(011-20-2) 356-3548
Contact: Magdy E.S. Ghazal

Gefco Trading Company
Cairo, Egypt
Contact: Mr. Geoffy Bishara
Fax: 392-7549
Product: fish, seafood

Magdy Mandour Est.
Alexandria, Egypt
Contact: Mr. Magdy Mandour
Fax: 381-7115
Product: fish, seafood

Magico Trading/Services
Cairo, Egypt
Contact: Mr. Walid Zaher
Fax: 362-1388
Product: fish, seafood

Mettco
Cairo, Egypt
Contact: Mr. Abdel Meguid
Fax: 392315
Product: fish, seafood

Misr Aswan Fish Process.
Cairo, Egypt
Contact: Dr. Aly Abu Zeid
Product: fish, seafood

Misr Foreign Trade Company
Cairo, Egypt
Contact: Mamdouh El-Masry
Product: fish, seafood

Nordfrost
Cairo,
Egypt
Contact: Mr. Jens Buchow
Fax: 360-5234
Product: fish, seafood

Sakr Enterprises
Alexandria,
Egypt
Contact: Mr. Ashraf Sakr
Fax: 482-3200
Product: fish, seafood

MOROCCO

With some 3,500 km of coastline, Morocco possesses a wealth of fish resources. The benthic species constitutes an important element of marine fish production. It consists primarily of white fish (hake, bream, capelin, umbrina, gurnard), cephalopods (poulp, cuttlefish, squid, octopus) and crustaceans (shrimp, lobster, crawfish). White fish are sold fresh on the local market, but are also exported to Italy, Spain and France. Cephalopods are for the most part exported to Japan.

The other element of fish production is the pelagic species, which basically comprises sardines, mackerel, anchovies, horse mackerel and tunnies. This species constitutes Morocco's most abundant coastal resource. Pelagic fish are primarily destined for processing industries. Annual exploitable stocks of Moroccan marine species total some 1.5 million tons of benthic and pelagic fish.

Marine fish production totalled 590,769 tons for an approximate value of C\$580 million. The figure for coastal fish landings was 442,931 tons for a value of approximately C\$190 million. The deep-sea fishing catch was 147,838 tons for an approximate value of C\$389 million. Moroccan seafood exports rose to 149,138 tons for an approximate value of C\$560 million. Almost 90% of these exports go to Japan, Spain, Italy, Portugal and France, with Japan accounting for 40% of the total.

From 1981 to 1991, Moroccan consumption of fresh fish averaged 135,518 tons per year. Over the past five years, the annual average has been 155,297 tons, indicating an upward trend. Moroccan per capita fish consumption is approximately 8 kg per year, with major regional disparities.

As a major producer and exporter of fish and seafood, Morocco imports very few of these products for domestic consumption. In 1992, only 21 tons were imported, including 14,000 kg of anchovies and 5,000 kg of smoked salmon. However, there is another type of importation (referred to as "temporary") that is not destined for the Moroccan market. These imports, most of which originate in Mauritania and Guinea, are destined for the processing industry; the products are then re-exported.

CANADIAN EMBASSY
13 bis, rue Jaafar As-Saddik,
Rabat-Agdal,
Kingdom of Morocco
C.P. 709,
Tel:(011-212-7) 67-28-80
Fax:(011-212-7) 67-21-87
Contact: Mr. Zouhair Kanouni

NIGERIA

Nigeria's demand for fish is approximately 1.2 million tons per current domestic production. Both industrial and artisanal have yields of between 300-350,000 tons. Over the course of three years, imports of frozen and canned fish have declined 50 percent from 1,000,000 tons to 400-500,000 tons. This drop was not a result of declining demand, but was a result of the shortage of foreign exchange to pay for the high priced imports. Nevertheless a strong market continues to exist for countries interested in exporting to Nigeria. Some of the products currently being imported by Nigeria are mackerel scumbie & herring (highest demand), horse mackerel, sole and hake.

CANADIAN HIGH COMMISSION

4 Idowu Taylor Street
Victoria Island
Lagos, Republic of Nigeria
P.O. Box 54506, Ikoyi Station
Tel:(011-234-1) 269-2915/6/7/8
Fax:(011-234-1) 269-2919
Contact: Mr. Ogie Eboigbe

ZIMBABWE, BOTSWANA, ANGOLA

Zimbabwe has a relatively well developed local food processing sector and market. There are some luxury frozen food items imported, principally fish and seafood from South Africa and Namibia. Fish and seafood imports are not prohibited, but are constrained by a scarcity of foreign exchange which makes imported food items very costly.

As a result, there is only a small luxury food market in Zimbabwe, which is dominated by South African and recently Namibian firms. Fish and seafood products from these countries are primarily imported by only a few local Zimbabwe companies.

Cairns Foods Ltd.
Upton Road, Ardbennie
Box 1813
Harare,
Zimbabwe
Tel:(263-4) 67741
Product: frozen Bream trout, tiger, karpenta, bottlenose

K&N Distributors (PVT) Ltd.
(Leading Department Stores)
23 Kaguvu Street
Box 4723
Harare,
Zimbabwe
Tel:(263-4) 707985/753183
Product: dried fish

Kapenta Distributors (PVT)
101 Harare Street
Box 2949
Harare,
Zimbabwe
Tel:(263-4) 725311/790287
Product: fish

Savonuts Products (PVT)
41 Kaguvu Street
Box 38
Harare,
Zimbabwe
Tel:(263-4) 723018
Product: fish, seafood

Dried Fish Distributors (PVT)
Box 598
Karoi,
Zimbabwe
Tel: 8222
Product: dried karpenta, fresh prawns

"Darmac" (PVT) Ltd.
6 Swansea Close
Box 3090
Paulington
Mutare,
Zimbabwe
Tel:60775 or 63130
Product: karpenta and other dried products; packers and distributors, fish, seafood

Irvin and Johnson Ltd.
Corner of Dumfries Bristol Roads
Box 2688
Workington, Harare
Zimbabwe
Tel:(263-4) 66603/4/5/6/7
Product: fish and seafood
merchants, importers, distributors, wholesalers, fresh, frozen, dried, other types

Claremont Orchards (PVT)
Box 33
Juliasdale,
Harare
Zimbabwe
Tel: 461, 462, 463, 464
Fax: 467
Product: fresh gutted and smoked trout, specialty outlets and dried fish, seafood

The Managing Director
Ada Jotsholo Estate
P. Bag 2442
Bulawayo,
Zimbabwe
Tel:(263-4)-89-8-303
Product: fish, seafood, fresh, frozen, importer

The Manager
Lemco
2 Stirling Road,
Workington
P.O. Box 950
Harare,
Zimbabwe
Tel:(263-4) 61973/4, 62329
Fax:(263-4) 61969
Product: fish, seafood

The Managing Director
Price Foods/Bon-Appetit
2 Bristol Road
Workington, Harare
Zimbabwe
Tel:(263-4) 66581/2, 69031
Fax:(263-4) 69032
Product: fish, seafood

The Manager
Rickitt and Colman (PVT)
Melbourne Road
P.O. Box ST 93
Southerton, Harare
Zimbabwe
Tel:(263-4) 67881
Fax:(263-4) 67889
Product: fish, seafood

General Manager
OK Bazaars,
Merchant House
43 Robson Manyika Avenue
P.O. Box 3081
Harare,
Zimbabwe
Tel:(263-4) 738644/732962
Fax:(263-4) 729438
Product: fish, seafood, fresh, frozen, dried

General Manager
 Bon Marche (Head Office)
 P.O. Box 3081
 Harare, Zimbabwe
 Tel:(263-4) 738644/6
 Fax:(263-4) 729438
 Product: fish, seafood

Zimtrade
 4th Floor, Kurima House
 Corner Baker Ave/Fourth St.
 P.O. Box 2738
 Harare, Zimbabwe
 Tel:(263-4) 731020/706772
 Fax:(263-4) 706930
 Product: fish, seafood

Larona (Pty.) Ltd.
 Plot 14387, Lobatse Road
 Gaborone West, Box 40701
 Gaborone, Botswana
 Tel: 312570 or 373701
 Fax: 356644
 Product: fish, seafood

Standard Foods (Pty.) Ltd.
 P.O. Box 1501
 Gaborone, Botswana
 Tel:373636
 Product: fish, seafood

Funa Foods (Pty.) Ltd.
 Lejara Road
 Broadhurst Industrial Site
 Gaborone, Botswana
 Tel: 312138
 Product: fish, seafood

Boriic (Pty.) Ltd.
 P.O. Box 503
 Kanye,
 Botswana
 Tel: 340241
 Product: fish, seafood

Ensign Canners (Pty.P Ltd.
 P.O. Box 254
 Selebe-Phikwe, Botswana
 Tel: 811059
 Product: fish, seafood

Monate Foods (Pty.) Ltd.
 P.O. Box 10
 Sherwood Ranch,
 Botswana
 Tel: 410751
 Product: fish, seafood

Mocambique Trading, Lda.
 Av. Ho Chi Min No. 1756
 C.P. 802
 Maputo,
 Mozambique
 Tel: 401950, 733957
 Fax: 317892
 Product: fish, seafood

Intertrade Lda.
 Rua Baptista de Carv. No. 93
 C.P. 1587
 Maputo,
 Mozambique
 Tel: 421590/91, 426130
 Fax: 421589, 421592
 Product: fish, seafood

Zimbudzana Import/Exports
 Room 28 Rorbay House
 Robert Mugabe Road/Julius Nyerere
 Way
 Harare, Zimbabwe
 Tel:(263-4) 790187/707373/729533
 Product: importer, distributor, fish,
 seafood

Managing Director
 Chapa Import and Export (Pvt.) Ltd.
 Suite 1,
 Winston House
 109 Leopold Takawira Street
 Harare, Zimbabwe
 Tel:(263-4) 791961/3
 Product: importer, distributor, fish,
 seafood

Mr. G.T. Datton, Manager
 Central African Intertrade
 P.O. Box A 96
 Avondale, Harare
 Zimbabwe
 Tel:(263-4) 302616/8
 Fax:(263-4) 36733
 Product: importer, distributor, fish,
 seafood

Mr. Pedro Gomes
 General Manager
 Kafukena Comm. & Sons Ltd
 P.O. Box 1379
 Benguela
 Republic of Angola
 Tel:32153
 Product: fish, seafood, importer

CANADIAN HIGH COMMISSION
 45 Baines Avenue
 Harare, Zimbabwe
 P.O. Box 1430
 Tel:(011-263-4) 733-881
 Fax:(011-263-4) 732-917
 Contact: Mr. Vibian Ngo

ASIA- MIDDLE EAST



CHINA

Chinese consumers clearly prefer fresh fish in their diets, but also consume significant amounts of specialty dried seafood products such as shark fin, squid, shrimp, geoduck, abalone and oysters. Chinese citizens are extremely discerning where fish and seafood products are concerned and continue to demand products with consistently high quality. Chinese residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs.

Frozen seafood products are slowly making inroads into the Chinese consumer markets, partially influenced by increased access to imported products. Future trends are expected to follow other semi-industrialized nations whereby an increased presence of women in the workforce leads to higher demand for conveniently prepared foodstuffs and seafood products. The current popularity of "microwaveable" food products is slowly influencing seafood consumption patterns, but still offers niche opportunities for Canadian exporters. Major hotels concentrated in the major centres of China are important users of high-value frozen seafood products, including demand for white-fleshed fillets, lobster, salmon and scallops.

Demand for food products in general is expected to increase because of the growth in private expenditure patterns of the population as well as the influx of tourists into China. As the Chinese economy opens up more to international seafood imports, Canadian fish and seafood exporters are well positioned to capture market share within the increased sales. Other significant niche marketing opportunities are developing in the airline catering sector and the growing fast food and beverage sectors. Food categories showing the largest increases in demand for China include fish and marine products, and beverages. Popular species of fish found within the increases are white pomfret, spanish mackerel, golden snapper, hard tail, coral fish, sea bream, dorab, sea bass and grouper.

China National Fisheries Corp.
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 602-4104
Fax: 601-2808
Product: seafood

China Aquatic Fisheries Company
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 606-0912
Fax: 606-0912
Product: seafood

Beijing City Aquatic Fisheries Co
1A, Si Dao Kou, Haidian District
Beijing 100086
China
Tel: 225-0340
Fax: 225-0346
Product: seafood

The China Society of Fisheries
No. 31, Ming Feng Lane
Beijing 100032
China
Tel: 602-0794
Fax: 602-0794
Product: seafood

China National Fisheries Corp.
China
Tel:(0411) 760-0339
Fax:(0411) 760-0608
Product: seafood

Fujian Provincial Sea Fishery Corp.
No. 1 Yu Gang Lu
Economic & Technological
Developing Zone
Ma Wai, Fuzhou
China
Tel:(0591) 681-469
Fax:(0591) 682-419
Product: seafood

CANADIAN EMBASSY
19 Dong Zhi Men Wai Street
Chaoyang District
Beijing, 100600
People's Republic of China
Tel:(011-86-1) 532-3536
Fax:(011-86-1) 532-4072
Contact: Mr. Richard Winter

GULF EMIRATES

The Gulf Emirates (Kuwait, Bahrain, Qatar, United Arab Emirates and Oman) are traditional maritime arab cultures. Before oil, fishing, diving and pearl in seafood-rich gulfs of Arabia and Oman were mainstays of Emirate cultures. Tradition remains active in local fisheries and consumption of seafood is high. Fresh fish is bought from local markets and is the main source of seafood for gulf consumers. In addition one sees frozen fish, canned mackerel, tuna and some value added fish products in cooperatives and up-scale supermarkets. The hotel and restaurant trade draws from same sources.

Union of Co-operative Society
P.O.BOX 1836
Kuwait 13019
Tel: (965) 254-2219; 254-3659
Fax: (965) 254-0794
Products: seafood

The Sultan Centre
P.O.BOX 26567 SAFAT
Kuwait 13126
Tel: (965) 434-3155
Fax: (965) 431-9071
Products: seafood

Faisal Al Nusif & Sons General Trading Company
P.O.BOX 26611 SAFAT
Kuwait 13127
Tel: (965) 244-6002; 246-8543
Fax: (965) 245-3372
Products: seafood

Etemadco Co. Limited Kuwait
P.O.BOX 20078 SAFAT
Kuwait 13061
Tel: (965) 241-9151; 246-3116/7
Fax: (965) 245-8238
Products: seafood

Al Jahra Food & Supplies Company
P.O. BOX 689 SAFAT
Kuwait 13007
Tel: 240-3062, 243-4136/3279
Fax: 240-3052
Products: seafood

Petra Trading and Industrial Est.
P.O. BOX 3331 SAFAT
Kuwait 13034
Tel: 474-5083/471-1408
Fax: 474-5978
Products: seafood

Khalaf and Zayed Trading Co.
P.O. BOX 5025 SAFAT
Kuwait 13051
Tel: 484-8860, 484-2905
Fax: 484-9343
Products: seafood

Habeeb Hamza Fish Selling Office
P.O. BOX. 5879
SAFAT
Kuwait 13059
Tel: 243-7825
Fax: 243-7821
Products: seafood

Al Zinkawi Food Stuff Co.
P.O. BOX 32165 SAFAT
Kuwait 25552
Tel: 246-2311/22
Fax: 242-5828
Products: seafood

AI Mina Grilled Fish Showroom
SALMIYA GULF ROAD, SOUAD
Kuwait 20000
Tel: 571-2470
Products: seafood

Nibras Al Khaleej Fisheries Est
Farwaniya,
Block 44 BLDG 7
Falah Mubarak, Kuwait
Tel: 477-1629
Products: seafood

Jassim Al Wazzan Sons Co.
P.O. BOX 124,
Safat 13002
Kuwait
Tel: 965 4846 433
Fax: 965 4836 162
Products: seafood

Bassi Fisheries
P.O. BOX 26645 SAFAT 13127
Kuwait
Tel: (965) 240-9585/4993
Fax: (965) 240-5026
Products: seafood

Lake International Trading Establishment
P.O. BOX 32108
RUMAITHYA 25552, Kuwait
Tel: (965) 262-2318
Fax: (965) 362-2318
Products: seafood

Al-Waha Gulf International General Trading & Contracting Co.
P.O. BOX 28587 SAFAT, Kuwait
Tel: (965) 243-3248
Fax: (965) 243-3249
Products: seafood

Fish Centre
P.O. BOX 396 MANAMA
Bahrain
Tel: 973 233 808
Fax: 973 400 339
Products: seafood

Anees Trading Centre Llc
P.O. BOX 7532, RUWI
Oman, Muscat
Tel: 968 795 703
Fax: 968 795 709
Products: seafood

Hamood & Asma Trading/Services
P.O. BOX 3393, RUWI
Oman, Kuwait
Tel: 968 799 968
Fax: 968 793 947
Products: seafood

Mohd Al Areemi Trading
P.O. BOX 4022, RUWI
Oman, Muscat
Tel: 968 794 349
Fax: 968 708 320
Products: seafood

Oman Fisheries Co
P.O. BOX 2900 RUWI 112
Oman Muscat
Tel: 968 714 129
Fax: 968 714 765
Products: seafood

Fish Trading
P.O. BOX 46402
ABU DHABI, United Arab Emirates
Tel: 9712 334 802
Fax: 9712 451 206
Products: seafood

Al Kaseb Foodstuff Est.
P.O. BOX 4670
DUBAI, United Arab Emirates
Tel: 9714 217 204
Fax: 9714 258 231
Products: seafood

Caribeen Trading Est
P.O. BOX 4978
SHARJAH, United Arab Emirates
Tel: 9716 336 334
Fax: 9716 336 553
Products: seafood

East Fish Processing Ltd
P.O. BOX 2741
SHARJAH, United Arab Emirates
Tel: 9716 444 983
Fax: 9716 455 318
Products: seafood

Lyon Seafood Factory Ltd
P.O. BOX 22211
SHARJAH, United Arab Emirates
Tel: 9716 322 001
Fax: 9716 322 003
Products: seafood

Sea Horse Food
P.O. BOX 933
SHARJAH, United Arab Emirates
Tel: 9716 437 877
Fax: 9716 436 877
Products: seafood

CANADIAN EMBASSY
Da'Aiah-Block 4,
Al-Mutawakel Street
P.O. Box 25281
Safat, Kuwait City, 13113
Emirate of Kuwait
Tel:(011-965) 256-3025
Fax:(011-965) 256-4167
Contact: Mr. Richard Ablett

HONG KONG

Hong Kong represents a large and growing market for many types of seafood products as the country imports approximately Cdn\$6 billion worth of food annually, or 95 percent of its food requirements. The bulk of Hong Kong's fisheries imports are of fresh, chilled or frozen seafood products, with dried and salted products making up only a small portion of seafood consumption.

Per capita consumption of 44 kilograms of fisheries products is more than double that of Canada's, and is representative of the importance seafood plays in the diets of Hong Kong residents. Hong Kong residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, salmon, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs. Seafood products are prepared in a assortment of methods in Hong Kong, many of which are known to North Americans through traditional Chinese cooking.

The absence of import duties, very limited import restrictions, and readily accepted Canadian quality standards, make Canadian seafood products competitive in the Hong Kong market. An expanding domestic economy, rising living standards, a growing population, and an increased interest in international food and beverages bode well for future Canadian seafood exports to the Hong Kong market. However, Hong Kong consumers are very price and quality conscious. Exports of Canadian fresh, frozen and processed fish and seafoods have been steadily growing over the last six years and it is anticipated that this trend will continue.

ASA Pacific (HK) Limited

9/F, Po Yip Building
Block A, Flat 7
62-70 Texaco Road,
Hong Kong
Tsuen Wan, New Territories
Contact: Matthew Leong
Tel: 498-7381
Fax: 413-6340
Product: seafood

Asian Food Industries (HK) Ltd.

7016-7025 East Roof Floor
ATL Centre,
Berth #3
Container Terminal, Kwai Chung
New Territories,
Hong Kong
Contact: John C. Fader
Tel: 489-5888
Fax: 489-9627
Product: seafood

Casella Far East Limited
1006 Guardian House
52 Oi Kwan Road
Hong Kong Island
Contact: Johnny Hung
Tel: 833-2183
Fax: 572-8185
Product: seafood

Cheong Hing Hon Kin Company
34 Gough Street, Hong Kong Island
Contact: Mr. H.K. Lam
Tel: 815-1712
Fax: 854-0972
Product: seafood

Chester Trading Company
654 Nathan Road, Hong Kong
6/F, Flat B, Kowloon
Contact: Mr. Ho Vai Chi
Tel: 395-3235
Fax: 397-0591
Product: seafood

Dah Chong Hong Limited
12/F, Hang Seng Building
77 Des Voeux Road C.
Central Hong Kong
Tel: 523-7271
Fax: 845-0222
Product: seafood

Elite Fresh Food Company Limited
1407 Hong Kong Plaza
180-191 Connaught Road West
Hong Kong Island
Contact: John T.W. Kwong
Tel: 548-5597
Fax: 559-0069
Product: seafood

Eurosia Holdings Limited

Rooms 1101-3, 11/F,
54 Hillwood Rd.
The Leader Commercial Building
Tsimshatsui,
Kowloon,
Hong Kong
Contact: Peter Lee
Tel: 366-9309
Fax: 721-5021
Product: seafood

Fook Wah Trading Company

702 Alliance Building
130-136 Connaught Road C.
Hong Kong Island
Contact: Mr. Lin Shel
Tel: 815-3839
Fax: 541-9069
Product: seafood

Friesland Foods Limited

17/F,
Shun Tak Centre
200 Connaught Road C.
Central Hong Kong,
Hong Kong
Contact: Mr. E.A. Smulders
Tel: 547-6226
Fax: 858-3093
Product: seafood

Fung Sang Trading Limited
54-56 Bonham Strand West
Hong Kong Island
Contact: Mr. So Kai Luen
Tel: 543-8251
Fax: 541-0728
Product: seafood

Geoduck Supplies Limited
Block E
39 Austin Road
Kowloon, Hong Kong
Contact: Thomas K.C. Ho
Tel: 369-6898
Fax: 739-4984
Product: seafood

Hai Sang Hong Marine Foodstuffs
G/F, Singga Commercial Centre
149 Connaught Road West
Western District
Hong Kong Island
Contact: Mr. So Kit Hoi
Tel: 547-8171
Fax: 858-2575
Product: seafood

Hoi Fat Trading Development Co.
14/F, Tung Lee Commercial Bldg.
91-97 Jervois Street
Hong Kong Island
Contact: Wong Po Hon
Tel: 544-8837
Fax: 541-8992
Product: seafood

Hong Kong Refrigerating Co. Ltd.
47-51 Kwai Fung Crescent
Kwai Chung,
New Territories, Hong Kong
Contact: Michael R.A. Duck
Tel: 494-2233
Fax: 489-8861
Product: seafood

John D. Hutchison Trading Ltd.
2 On Ping Street
Siu Lek Yuen, Hong Kong
Shatin, New Territories
Contact: Daniel Leung
Tel: 635-5555
Fax: 637-5642
Product: seafood

Kamtex International Limited
17/F,
88 Lockhart Road
Wanchai, Hong Kong
Contact: Mr. K.Y. Lam
Tel: 529-3918
Fax: 865-3433
Product: seafood

Kevin T.H. Wu Company Limited
1701 Wing On Central Building
26 Des Voeux Road C.
Hong Kong Island,
Hong Kong
Tel: 522-3258
Fax: 845-2186
Product: seafood

Kwong Tai Trading Company
217 Wing Lok Street West
Hong Kong Island
Contact: Mr. Lui Tak Wah
Tel: 544-6846
Fax: 542-1099
Product: seafood

Lee Shu International Limited
1/F, Fat Lee Mansion,
Flat #6,
33-35 Carnarvon Road
Kowloon, Hong Kong
Tel: 721-1680
Fax: 721-8447
Product: seafood

Lucullus Food & Wines Co. Ltd.
9 Wang Kwong Road
Kowloon Bay
Kowloon, Hong Kong
Contact: John Tai
Tel: 798-1288
Fax: 796-0622
Product: seafood

Mingson Industries Limited
G/F, Kwai Tak Ind. Centre,
Block #1
Kwai Chung
New Territories, Hong Kong
Contact: Andrew Lee
Tel: 428-1481/1121
Fax: 480-4466
Product: seafood

New World Trading Company
705 Centre Mark
287 Queen's Road C.
Hong Kong Island
Contact: Chow Sing Wai
Tel: 544-5995
Fax: 544-5352
Product: seafood

Ocean Pine Limited
20/F, Unit 2005A, Nang Fung Centre
264-298 Castle Peak Road
Tsuen Wan, New Territories
Hong Kong
Contact: Albert Poon
Tel: 493-0106
Fax: 412-0573
Product: seafood

Oliver's Delicatessen
33/F, Windsor House
311 Gloucester Road
Causeway Bay, Hong Kong
Contact: Alexis Gavriloff
Tel: 576-8077
Fax: 577-0420
Product: seafood

Sam Hup Enterprises Limited
64-66 Bonham Strand West
Hong Kong Island
Contact: Mak Man Fai
Tel: 548-6213
Fax: 559-3550
Product: seafood

Sherman International
10/F, Lee On Ind. Building
70 Hung To Road
Kwun Tong, Kowloon, Hong Kong
Contact: Lawrence Ng
Tel: 797-0575
Fax: 797-0575
Product: seafood

Silco International Limited
Unit B, 4/F, Freder Centre
3 Mok Cheong Street
Tokwawan, Kowloon, Hong Kong
Contact: Bernard Hofstein
Tel: 764-3632/44
Fax: 764-0209/334-4429
Product: seafood

Sun Wah Marine Products Co. Ltd. 215-239 Wu Shan Road Tuen Mun, New Territories Hong Kong Contact: Mr. Fung Man To Tel: 468-8848/99 Fax: 456-3054/2030 Product: seafood	Tai Fai Dev. Company Limited 2/F, Goldfield Building 42-44 Connaught Road West Hong Kong Island Contact: Benjamin Chan Tel: 540-8011 Fax: 559-6893 Product: seafood	Wilson Company 6 Tat Hong Lane Hong Kong Island Contact: Mr. Leung Sing Tel: 545-5062 Product: seafood
Sin Guen Trading Company 9/F, Belgian House 77-79 Gloucester Road Hong Kong Island Contact: Mr. Yau Shing Wong Tel: 865-1338 Fax: 865-2000 Product: seafood	Tai Loong Marine Prod. Limited 53 Bonham Strand West Hong Kong Island Contact: Eric Yu Tel: 543-3512 Fax: 542-0114 Product: seafood	Wing Loong Hong 70 Bonham Strand West Hong Kong Island Contact: Mr. Ho Fai Tel: 449-5203 Fax: 548-7535 Product: seafood
Sun Ming Hong 24 Hillier Street Hong Kong Island Contact: Joseph Y.H. Sit Tel: 543-5388 Fax: 541-8514 Product: seafood	Willy Hoover Limited Unit 1, 1/F, International Plaza 20 Sheung Yuet Road Kowloon Bay, Kowloon Hong Kong Tel: 799-8788 Fax: 795-0929 Product: seafood	

COMMISSION FOR CANADA

13th Floor, Tower 1
Exchange Square
8 Connaught Place
Hong Kong, Hong Kong
G.P.O. 11142,
Tel:(011-852) 847-7414
Fax:(011-852) 847-7441/810-6736
Contact: Mr. Chris Li

INDIA

India is a net exporter of fish and seafood products, however, a small quantity of preferred species are imported by bonded stores to cater to the diplomatic community resident in the country. According to Indian Government statistics, the country's total imports in 1992-93 were 27.8 tonnes of fish, fresh or frozen. Sources of supply for these imports were Japan (26.0 tonnes), and the United States (1.8 tonnes).

CANADIAN HIGH COMMISSION

7/8 Shantipath,
Chanakyapuri,
New Delhi 110 021,
Republic of India
P.O. Box 5208
Tel:(011-91-11) 687-6500
Fax:(011-91-11) 687-6579/5387
Contact: Mr. Ramesh C. Kamo

IRAN

Iran has a population of more than 60 million people and has recently become a potential market for seafood. Due to the high price of red meat and the low purchasing power of the people, fish has become a relatively affordable source of protein. The total domestic production during 1992/1993 was 327 tons. The forecasted amount of imports for 1994/1995 are 10,000 to 15,000 tons. Islamic rules state that only scaled fish may be consumed. Seafood currently being imported by Iran are; salmon (pink), mackerel (jack, blue), pollack (Alaska), cod (red), hoki and black ordory.

Shilat Trading Corporation

No. 24, 11th Street,
Miremad Street, Tehran
P.O. Box 15875/4538
Tehran, Iran
Tel: 009821 850159/842533
Fax: 854171
Contact: Mr. Akbarof, Director
Product: seafood

Kish Fishing Company

No. 5 Navak Street,
Africa Express Way,
Tehran 15186,
Iran
Tel: 009821 68 36 36/68 62 22
Fax: 68 61 15
Contact: Mr. Tavakkoli, Director
Product: seafood

Zistmahi Iran Co. Ltd.

P.O. Box 15875/5647
Tehran, Iran
Tel: 222 4568
Fax: 808 9432
Contact: Mr. N.M. Azarian, Director
Product: seafood

Sadr Darya Company

6th Floor,
No. 79 Keshavarz Blvd.,
Tehran, Iran
Tel: 009821 655279
Fax: 655150
Contact: Mr. H. Daryani, Director
Product: seafood

Seabadej Company Ltd.

P.O. Box 14155/3687
Tehran,
Iran
Tel: 009821 656609
Fax: 885 5511
Contact: Mr. M. Bassam, Director
Product: seafood

CANADIAN EMBASSY

57 Shahid Javad Sarafraz Street
Ostad Motahari Avenue
Tehran 11365
Islamic Republic of Iran
P.O. Box 11365-4647
Tel:(011-98-21) 622623
Fax:(011-98-21) 623202
Contact: Mr. Mario Poirier

ISRAEL

Israel has a population of 5.2 million and a GDP of US\$ 65 billion. In 1992 fish imports were valued at US\$ 73.3 million while fish consumption per capita is estimated at 13.2 kgs (broken down; frozen fish 5.9 kgs, deep sea fishing 1.3kgs, canned fish 2.2 kgs and fresh water fish 3.8 kgs.

Israel imposes a quota of 3,000 tons per annum on whole fish imports to protect the Israeli fishing industry, this quota does not apply to fillets. Israel imports mostly South American species as well as nile perch from Kenya. The bulk of imports from Canada are fish fillets, 225 tons in 1992.

Fish imports have risen 27% in the last two years due to the influx of Russian immigrants. Consumption of processed fish also grew substantially.

A R WILLIGER INT.
 24 Hametzuda St.,
 Azur Industrial Zone
 #61002
 Israel
 Tel: 972-3-5590124
 Fax: 972-3-5565701
 Contact: Zvi Williger
 Product: canned fish and seafood products

E D N
 3 Hametzuda St., Azur 61002
 Israel
 Tel: 972-3-5594471/2
 Fax: 972-3-5594473
 Contact: Joseph Sarig
 Product: fish, seafood, other products

NORTAP TRADING
 71 Matalon St.,
 Tel Aviv
 Israel
 Tel: 972-3-5371272
 Fax: 972-3-5370954
 Contact: Mr. Ariel Mirelman
 Product: fish, seafood, other products

NAREX MIDDLE EAST CO.
 27 Gordon St.,
 Givatayim 53235
 Israel
 Tel: 972-3-6734449
 Fax: 972-3-734426
 Contact: Mr. Gershon Ben-Itto
 Product: canned fish

ISRAEL COLD STORAGE & SUPPLY COMPANY
 P.O.Box 1789, Holon 58117
 Israel
 Tel: 972-3-5560980
 Fax: 972-3-5560981
 Contact: Mr. Uri Meiri
 Product: seafood, fish, other products

FOOD MIGLAD IMPORT & EXPORT LIMITED
 P.O.Box 381,
 98 Derech Hel Hashirion,
 Tel Aviv 61004,
 Israel
 Tel: 972-3-384080
 Fax: 972-3-376341
 Contact: Mr. Yoram Lustiger
 Product: seafood

MEIR EZRA
 71 Matalon St.,
 Tel Aviv
 Israel
 Tel: 972-3-371270
 Fax: 972-3-378543
 Contact: Mr. Dudi Ezra
 Product: fish, seafood, dried, fresh, frozen

NACHMAN GILON CORP.
 POB 30762, Tel Aviv 61307
 Israel
 Tel: 972-3-614169
 Fax: 972-3-615840
 Product: fish, seafood, other products

MAN FOOD & FISH CONSERVES INDUSTRY LIMITED
 5 Hasatat Street,
 Industrial Zone,
 Holon 58856
 Israel
 Tel: 972-3-5590880
 Fax: 972-3-5590907
 Contact: Mr. Meir Imber, V.P.
 Product: seafood

ISAR AGENCIES
 19 Daniel St.,
 Ramat Gan 52233,
 Israel
 Tel: 972-3-778902
 Fax: 972-3-771161
 Contact: Mr. Yehuda Michalis
 Product: seafood

NEHEMIA LACHOVITZ LTD.
 P.O. Box 1789,
 Holon 58117
 Israel
 Tel: 972-3-5592233
 Fax: 972-3-5560281
 Contact: Nehemia Lachovitz
 Product: seafood, fish, fresh, frozen, dried

NIZER IMPORT LTD.
 5 Hamanoa St.,
 Tel Aviv-Yaffo 68168,
 Israel
 Tel: 972-3-827538
 Fax: 972-3-811060
 Contact: Mr. M. Sigalovitz
 Product: seafood

TRANS OCEANIC LTD.
 32 Ben Yehuda St.,
 Tel Aviv 63805
 Israel
 Tel: 972-3-299528
 Fax: 972-3-298098
 Contact: Mr. Ruben Rudin
 Product: seafood

ASHKENAZY NAFTALI & SONS
 5 Piggioto St.,
 Tel Aviv 66101
 Israel
 Tel: 972-3-5602307
 Product: seafood

AVRAHAM COHEN & SONS
 P.O. Box 734,
 Tel Aviv 61007
 Israel
 Tel: 972-3-5604943/5602064
 Contact: Mr. Roby Cohen
 Product: seafood

BERKMAN FOODS
 P.O.Box 13180,
 3 Barzel St., Tel Aviv
 Israel
 Tel: 972-3-5447435
 Fax: 972-3-498118
 Contact: Mr. Joel Sheinbaum
 Product: seafood

ZVI LANDAU
 13 Piggioto St.,
 Tel Aviv 66101, Israel
 Tel: 972-3-5601705/5604902
 Fax: 972-3-5662290
 Contact: Mr. Zvi Landau
 Product: seafood

AGA TAGAR INT'L TRADE
 65 Salame St., Tel Aviv, Israel
 Tel: 972-3-899100
 Fax: 972-3-814230
 Contact: Mr. Gil Tagar
 Product: seafood

KAPLAN NAIM & CO. LTD.
 P.O.Box 1655,
 Tel Aviv 61015
 Israel
 Tel: 972-3-5374683
 Fax: 972-3-372432
 Contact: Mr. Victor Naim
 Product: canned fish

TT & S
 14 Gruzenberg St.,
 Tel Aviv
 Israel
 Tel: 972-3-5170648
 Fax: 972-3-5170639
 Contact: Mr. Ilan Georgie
 Product: seafood

CANADIAN EMBASSY
 220 Hayarkon Street
 Tel Aviv 63405
 State of Israel
 P.O. Box 6410,
 Tel:(011-972-3) 527-2929
 Fax:(011-972-3) 527-2333
 Contact: Ms. Atalia Hausvater

JAPAN

Japan is the world's largest market for fisheries products, having imported more than 3 million tonnes or US\$14.5 billion in November 1993. Canada is the seventh largest supplier of fisheries products to Japan with exports totalling Cdn\$796 million (January-November 1993), and the largest exporter of such products as herring roes, lobster and capelin. Absorbing one third of total world trade of fisheries products, Japanese annual per capita consumption of fish is approximately 70 kilograms. Japan's domestic supply of fisheries products continues to decline leading to increased imports of such products. In addition to traditional species such as herring roes and salmon, there is great prospect for Canadian crab, shrimp, lobster (live, frozen), surf clams, ocean perch, sea urchin, tuna and turbot in this market.

While emphasis by Japanese importers is still placed on the import of fish for processing in Japan, they have also started purchasing fish with added value from supplier countries. For example, they are importing fillets rather than round or head-off and guts-out fish. In future negotiations with Japanese importers, it is recommended that Canadian exporters seek opportunity or ventures in which further processing of fish takes place in Canada for export to Japan.

Aburai Kabo Co., Ltd.
3-12-13 Shinhma,
Shiogama City,
Miyagi Prefecture 985
Japan
Tel: 022-364-3733
Fax: 022-364-3755
Product: Cod, Pollack, Rock Sole,
Redfish, Salmon, King Crab, Surimi

Active Foods K.K.
Kanayararu Bldg. 9FL.
4-8-4 Kumochi-cho,
Chuo-ku, Kobe 651
Japan
Tel: 078-231-2700
Fax: 078-231-1022
Product: Shrimp, Crab

AGS Commerce Ltd.
Taikoen Bldg.
1-3-8 Shibakoen,
Minato-ku,
Tokyo 105
Japan
Tel: 03-3434-6661
Fax: 03-3434-3508
Product: Live Lobster

Aichi Bussan Co., Ltd.
81 Ikenoomote,
Awara Shinkawa-cho,
Nishikasugai-gun, Aichi Prefecture
Japan
Tel: 052-409-2061
Fax: 052-409-4318
Product: Fresh and Frozen Seafoods

Aito Trading Co., Ltd.
89-1 Chonagi Kaibu-cho,
Chiryu-shi, Aichi Prefecture
Japan
Tel: 0566-81-3632
Fax: 0566-81-3634
Product: Fresh and Frozen Seafoods

Alpha Seafoods Co., Ltd.
3-1-1 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-5522
Fax: 03-3542-5737
Product: Herring Roe, Salmon Roe,
Other Fish Roe

Arai Trading Co., Ltd.
Nagatani Bldg.
3-40-9 Shoan,
Suginami-ku, Tokyo 167
Japan
Product: Freshwater Fish,
Freshwater Fish Caviar

Ataka Produce Co., Ltd.
Y-Bldg.
3-13-2 Shibaura,
Minato-ku,
Tokyo 108
Japan
Tel: 03-3798-0641
Fax: 03-3798-0845
Product: Salmon, Black Cod,
Redfish, Salmon Roe, Herring Roe,
Sea Urchin, Shrimp, Tuna, Snow
Crab, King Crab, Squid

Bokusui Corporation
Overseas Dept.
1-1-16 Kanda Izumicho,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-5821-1958
Fax: 03-5821-2392
Product: Tuna, SwordFish, Shrimp,
Squid, Cod, Herring, Salmon

Bon Gurume Co., Ltd.
5-17 Akasaka Kaigan,
Kokurakita-ku, Kitakyushu-shi,
Fukuoka 802
Japan
Tel: 093-541-1101
Fax: 093-541-0011
Product: Whelk, Salmon Roe,
Shellfish

Canada Packers (Japan) Inc.
Landic Nihonbashi Bldg.
2-16-13 Nihonbashi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3281-2011
Fax: 03-3281-8419
Product: Smelt, Salmon, Snow Crab

C.I. Seafoods, Ltd.
4-7-3 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-2383
Fax: 03-3542-2539
Product: Shrimp, Lobster, Northern
Shrimp

Co-Optrade Japan Ltd.
Seikyo Kaikan 4FL.
4-1-13 Sendagaya,
Shibuya-ku, Tokyo 151
Japan
Tel: 03-3796-6354
Fax: 03-3796-6366
Product: Black Cod, Eel, Herring,
Mackerel, Pollack, Salmon, Herring
Roe, Pollock Roe, Salmon Roe,
Shrimp, Snow Crab, Smoked
Salmon, Baby Clam, Shortneck
Clam, Oyster

Daiei Taigen Co., Ltd.
1-22-25 Nipponbashi,
Chuo-ku, Osaka 542
Japan
Tel: 06-641-6711
Fax: 06-649-4092
Product: Shrimp

Daimaru Kogyo, Ltd. Tokyo
Agriculture & Marine Product Dept.
2-18-11 Kiba,
Koto-ku, Tokyo 135
Japan
Tel: 03-3820-7123
Fax: 03-3820-7089
Product: Black Cod, Flounder,
Halibut, Herring, Salmon, Smelt,
Sole, Herring Roe, Pollack Roe,
Salmon Roe, Shrimp, King Crab,
Abalone, Baby Clam, Shortneck
Clam, Oyster

Daimaru Kogyo, Ltd. Osaka
Agricultural & Marine Products
3-6-1 Kitakyuhoji-machi,
Chuo-ku, Osaka 541, Japan
Tel: 06-244-6620
Fax: 06-244-6528
Product: Sockeye Salmon, Chum
Salmon, Herring, Herring Roe,
Flounder

Daisui Co., Ltd.
1-1-86 Noda,
Fukushima-ku, Osaka 553
Japan
Tel: 06-469-3081
Fax: 06-469-3143
Product: Crab, Lobster, Shrimp

Daiyoshi Takashima Fisheries Co.,
West 16, North 12,
Chuo-ku, Sapporo City,
Hokkaido 060
Japan
Tel: 011-736-8851
Fax: 011-736-8856
Product: Herring, Herring Roe, Snow
Crab, Crab Claw, Shrimp, Redfish,
Whelk

Diamond Seafoods Co., Ltd.
4-1-17 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3543-2535
Fax: 03-3546-1789
Product: Capelin, Herring, Salmon,
Trout, Capelin Roe, Herring Roe,
Salmon Roe, Trout Roe, Northern
Shrimp, Lobster, Snow Crab, Squid,
Mackerel, Whelk

Eastern Product Co., Ltd.
Tokyo Kaijo Bldg. 7FL.
1-2-1 Marunouchi,
Chiyoda-ku,
Tokyo 100
Japan
Tel: 03-3215-0371
Fax: 03-3215-0370
Product: Shrimp, Salmon

Ebijyo & Co., Ltd.
6-23-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-1361
Fax: 03-3541-1518
Product: Fresh, Frozen, Chilled,
Herring, Salmon, Salmon Roe,
Shrimp, Lobster, Squid, Oyster,
Scallop

Ebiko Corporation
6-1-8 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3542-3435
Fax: 03-3542-7665
Product: Shrimp, Lobster

Ebino Daimaru Co., Ltd.
6-21-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3541-7281
Fax: 03-3541-4959
Product: Shrimp, Live Lobster,
Frozen Lobster

Hakko Trading Co., Ltd.
1-6-8 Kubota,
Yokkaichi-shi, Mie Prefecture
Japan
Tel: 0593-54-1191
Fax: 0593-54-1629
Product: Salmon

Hanshin Teion Co., Ltd.
Nakashige Bldg. 4FL.
3-12-11 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3541-7541
Fax: 03-3541-7547
Product: Salmon, Shrimp

Hanwa Co., Ltd. Osaka
4-3-9 Fushimi-machi,
Chuo-ku, Osaka 541, Japan
Tel: 06-206-3319
Fax: 06-206-3389
Product: Crab, Lobster, Herring Roe,
Capelin, Salmon

Hanwa Co., Ltd. Tokyo
1-13-10 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3544-2341
Fax: 03-3544-2050
Product: Black Cod, Capelin,
Herring, Redfish, Salmon, Salmon
Roe, Herring Roe, Shrimp, Lobster,
Mackerel, Northern Shrimp, Turbot,
Halibut, Sole, Flounder, Herring Roe
on Kelp, Snow Crab

Happy World Inc.
Shibuya Happy Bldg.
6-19-14 Jingumae,
Shibuya-ku, Tokyo 105, Japan
Tel: 03-5458-8257
Fax: 03-5458-8258
Product: Salmon, Tuna, Live Lobster,
Crab, Shortneck Clam, Oyster

Highland Overseas
39-21 Takeda Okeno-cho,
Fushimi-ku, Kyoto 612
Japan
Tel: 075-602-4567
Fax: 075-602-4389
Product: Lobster, Snow Crab, King Crab

Hohsui Corporation
3-7-3 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-5565-8946
Fax: 03-3542-6808
Product: Black Cod, Mackerel, Herring, Salmon, Surimi, Herring Roe, Pollack Roe, Salmon Roe, Shrimp, Prawn, Frozen Lobster, Rock Lobster, King Crab, Fish Meal

Hokkai Seafoods Co., Ltd.
7-13-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3546-1261
Fax: 03-3546-1260
Product: Capelin, Herring, Mackerel, Salmon, Trout, Capelin Roe, Herring Roe, Herring Roe on Kelp, Mullet Roe, Pollack Roe, Salmon Roe, Trout Roe, Squid

Hoko Fishing Co., Ltd.
1-2-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-5644
Fax: 03-3545-2167
Product: Black Cod, Capelin, Flat Fish, Mackerel, Redfish, Salmon, Herring, Herring Roe, Pollack Roe, Salmon Roe, Shrimp, Lobster, King Crab, Snow Crab, Squid, Octopus, Surf Calm, Bluefin Tuna

Hokushu Shokuhin Co., Ltd.
Fuji Bldg.
2-12-4 Hirakawa-cho,
Chiyoda-ku, Tokyo 102, Japan
Tel: 03-3237-0954
Fax: 03-3237-0338
Product: Salmon

Hosho Trading Inc.
Kyodo Bldg.
3-10-9 Ginza,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-7201
Fax: 03-3545-5833
Product: Tuna, Salmon, Salmon Roe, Herring Roe, Sea Urchin

Hoxan Corporation
1-2 Nishi, Kita 3-jo,
Chuo-ku, Sapporo City, Hokkaido
Japan
Tel: 011-212-2810
Fax: 011-212-2867
Product: Frozen Lobster

Icicle Seafoods (Japan) Ltd.
Kinsen Bldg.
2-14-8 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-4751
Fax: 03-3545-4767
Product: Black Cod, Halibut, Herring, Salmon, Herring Roe, Salmon Roe, King Crab, Imitation Crab Meat

ITOCHU Corporation, Tokyo
Marine Product Dept.
2-5-1 Kita-Aoyama,
Minato-ku, Tokyo 107-77
Japan

Tel: 03-3497-6185
Fax: 03-3497-6186
Product: Black Cod, Capelin, Halibut, Herring, Swordfish, Redfish, Salmon, Smelt, Tuna, Capelin Roe, Herring Roe, Salmon Roe, Snow Crab, Squid, Octopus, Canned Tuna, Canned Mackerel, Canned Sardine

ITOCHU Corporation, Osaka
Marine Product Section
4-1-3 Kyutaro-machi,
Chuo-ku,
Osaka 541-77
Japan
Tel: 06-241-3864
Fax: 06-241-3211
Product: Shrimp, Salmon, Harvestfish, Shellfish

Ito-Yokado Co., Ltd.
4-1-4 Shibakouen,
Minato-ku, Tokyo 105
Japan
Tel: 03-3459-2558
Fax: 03-3459-6892
Product: Seafoods

Japan Orchid Fishery Corp.
Yamaichi Gyogyo Bldg. 3FL.
4-9-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-2696
Fax: 03-3545-1835
Product: Live Lobster

Kaioh Suisan Co., Ltd.
2-6-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-6066
Fax: 03-3545-1689
Product: Cod, Mackerel, Pollack, Redfish, Salmon, Sole, Tuna, Surimi, Cod Roe, Salmon Roe, Crab, Octopus

Kanaguchi Corporation
108-3 Higashihirao,
Hakata-ku, Fukuoka 816
Japan
Tel: 092-611-1117
Fax: 092-611-9357
Product: Sea Urchin, Shellfish, Swimming Crab

Kanekyo-Sanyu Reizo Co., Ltd.
Kachidoki Shuhan Bldg.
7-10-10 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3543-5318
Fax: 03-3545-6071
Product: All Fishery Product

Kanematsu Corporation
Meat & Marine Product Dept.
1-2-1 Shibaura,
Minato-ku, Tokyo 105-05, Japan
Tel: 03-5440-9530
Fax: 03-5440-6554
Product: Eel, Salmon, Shrimp, Lobster, Crab, Squid, Fish

Kasho Co., Ltd. Tokyo
2-14-9 Nihonbashi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3276-7630
Fax: 03-3278-8280
Product: Salmon, Shrimp, Lobster,
Crab, Squid, Abalone, Clam, Fish
Roes

Kawasho Corporation
Food Stuff Dept.
World Trade Center Bldg.
2-4-1 Hamamatsu-cho,
Minato-ku, Tokyo 105
Japan
Tel: 03-3578-5645
Fax: 03-3578-5927
Product: Flat Fish, Redfish, Salmon,
Herring Roe, Salmon Roe, Shrimp,
Squid

Kinsho-Mataichi Corporation
2 Shuwa Shinkawa Bldg.
1-24-1 Shinkawa,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3297-7270
Fax: 03-3297-7398
Product: Cod, Mackerel, Sole,
Shrimp

Kobe Yoko Ltd.
4-2-8 Isobe-dori,
Chuo-ku, Kobe,
Hyogo Prefecture 651
Japan
Tel: 078-232-3921
Fax: 078-232-3723
Product: Harvest Fish

Koki Gyurui Co., Ltd.
Daiki Bldg.
7-7-5 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3543-1091
Fax: 03-3546-1005
Product: Fresh, Chilled, Frozen,
Blackcod, Herring, Ocean Perch,
Salmon, Tuna, Herring Roe, Salmon
Roe, Mackerel

Kosei Trading Ltd.
Hirawada Bldg. No.2
3-2-5 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-5661
Fax: 03-5565-5660
Product: Ground Fish, Herring,
Salmon, Fish Roe

Koyo Co., Ltd.
5-4-19 Shinsho,
Yokkaichi-shi, Mie Prefecture
Japan
Tel: 0593-54-5411
Fax: 0593-54-3447
Product: Salmon, Crab, Redfish

Kurarei Co., Ltd.
1-3-11 Nakasone Higashi,
Kokuraminami-ku, Kitakyushu-shi
Fukuoka 800-02, Japan
Tel: 093-475-1121
Fax: 093-475-2741
Product: Shrimp, Shellfish

Z. Kuroda & Co., Ltd.
4-11-3 Kikawa-Higashi,
Yodogawa-ku, Osaka 532, Japan
Tel: 06-303-1325
Fax: 06-300-3448
Product: Eel, Shrimp (frozen, boiled
or fresh), Salmon (fillet), Clam, Cod,
Surf Clam, Flounder, Red Mullet

Kyoei Shokai Co., Ltd.
6-1-8 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3541-0120
Fax: 03-3541-0645
Product: Salmon, Salmon Roe,
Herring Roe, Snow Crab, Ground
Fish, Sea Urchin

Kyokuyo Co., Ltd.
2-1-2 Marunouchi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3211-0154
Fax: 03-3211-0196
Product: Black Cod, Ground Fish,
Capelin, Herring, Redfish, Salmon,
Surimi, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab, Squid,
Octopus, Fish Meal

Kyoto Bussan Co., Ltd.
4-4-5 Katakasu,
Hakata-ku, Fukuoka 812
Japan
Tel: 092-411-7404
Fax: 092-473-7664
Product: Seaweed, Shrimp

Maple Foods Co., Ltd.
Room #311
6-7-9 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-5565-7001
Fax: 03-3545-4059
Product: Frozen Lobster, Live
Lobster, Frozen Shrimp

Marubeni Corporation, Tokyo Head
Office
Marine Product Dept.
1-6-1 Ohtemachi,
Chiyoda-ku,
Tokyo 100
Japan
Tel: 03-3282-4701
Fax: 03-3282-9654
Product: Herring, Redfish, Salmon,
Tuna, Surimi, Shrimp, Crab, Squid,
Herring Roe on Kelp, Salmon Roe

Marubeni Corporation, Osaka Head
Office
Marine Product Section
2-5-7 Honmachi,
Chuo-ku, Osaka 541
Japan
Tel: 06-266-2111
Fax: 06-266-4280
Product: Shrimp, Salmon, Salmon
Roe

Marubeni Corporation, Kyushu
Branch
Fukuoka Fuji Bldg.
2-8-49 Tenjin,
Chuo-ku,
Fukuoka 810
Japan
Tel: 092-711-2111
Fax: 092-711-2100
Product: Swimming Crab, Squid

Marubeni Reizo Co., Ltd.
MS Shibaura Bldg. 8FL.
4-13-23 Shibaura,
Minato-ku, Tokyo 108
Japan

Tel: 03-3769-0035
Fax: 03-3769-0043
Product: Black Cod, Ground Fish,
Capelin, Cod, Flounder, Halibut,
Herring, Mackerel, Rock Fish,
Salmon, Sole, Capelin Roe, Herring
Roe, Salmon Roe, Lobster, Snow
Crab, Swimming Crab, Octopus,
Abalone

Marudai Sato Suisan Corp.
6-3-20, Nijuyonken 3-jo,
Nishi-ku,
Sapporo City, Hokkaido
Japan
Tel: 011-621-6111
Fax: 011-642-9274
Product: Salmon, Crab, Sea Urchin

Marugen Marine Foods Co., Ltd.
93 Tabata-cho,
Kitami City,
Hokkaido 090
Japan
Tel: 0157-24-8211
Fax: 0157-24-8213
Product: Herring Roe on Kelp

Maruha Corporation
1-1-2 Ohtemachi,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3216-0212
Fax: 03-3216-0316
Product: Capelin, Black Cod, Ground
Fish, Cod, Flounder, Hake, Herring,
Pollack, Salmon, Tuna, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone

Marukyo Cooperative Ltd.
2-8-3 Sakanamachi,
Ishinomaki, Miyagi Prefecture 986
Japan
Tel: 0225-93-2311
Fax: 0225-96-2158
Product: Ground Fish, Salmon, Fish
Egg

Matsuoka Co., Ltd.
1-10-12 Higashi-Yamatomachi
Shimonoseki City, Yamaguchi Pref.
Japan
Tel: 0832-67-5566
Fax: 0832-67-5286
Product: Black Cod, Eel, Mackerel,
Redfish, Tuna, Surimi, Herring Roe,
Pollack Roe, Salmon Roe, Shrimp,
Lobster, Crab, Squid, Octopus, Dried
Squid, Shells, Seaweed

Meiwa Trading Co., Ltd.
3-3-1 Marunouchi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3240-9388
Fax: 03-3240-9560
Product: Capelin, Eel, Salmon,
Shark, Swordfish, Tuna, Herring Roe,
Salmon Roe, Shrimp, Lobster, Crab,
Squid, Octopus, Hard Clam,
Shortneck Clam, Sea Urchin, Shark

Mikasa Trading Co., Ltd.
Sano Bldg. 6FL.
1-19-9 Motoasakusa,
Taito-ku, Tokyo 111, Japan
Tel: 03-3845-7511
Fax: 03-3845-7520
Product: Tuna, Surimi, Pollack Roe

Mitsubishi Corporation
Marine Product Dept.
2-3-1 Marunouchi
Chiyoda-ku, Tokyo 100-86
Japan
Tel: 03-3216-6705
Fax: 03-3210-6726
Product: Capelin, Herring, Salmon,
Tuna, Surimi, Herring Roe, Salmon
Roe, Shrimp, Lobster, Crab, Squid,
Octopus

Mitsui & Co., Ltd.
Marine Product Div.
1-2-1 Ohtemachi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3285-6020
Fax: 03-3285-9909
Product: Capelin, Herring, Swordfish,
Salmon, Tuna, Surimi, Herring Roe,
Salmon Roe, Shrimp, Lobster, King
Crab, Squid, Octopus

Miyoshi Trading Co., Ltd.
Ochiai Bldg. 2FL.
7-10-7 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3546-8225
Fax: 03-3546-8227
Product: Black Cod, Redfish,
Salmon, Shrimp, Crab

Mizusaki Shokai K.K.
2-10-3 Muromi,
Sawara-ku, Fukuoka 814
Japan
Tel: 092-821-8888
Fax: 092-712-6868
Product: Sea Urchin, Oyster, Tuna

Momokawa Foods, Inc.
No.18 Yamakyo Bldg. 9FL.
2-16-3 Nihonbashi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3272-7321
Fax: 03-3272-7324
Product: Herring Roe, Herring,
Redfish, Whelk

Muramoto & Co., Ltd.
6-17-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3545-5021
Fax: 03-3541-0818
Product: Salmon

New Nippo Corporation
2-1-1 Uchisaiwai-cho,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3506-5376
Fax: 03-3591-3575
Product: All Fishery Product

New Toyo Sea Foods Co., Ltd.
Ishikawa Bldg.
2-20-1 Misakicho,
Chiyoda-ku, Tokyo 101, Japan
Tel: 03-3262-4408
Fax: 03-3263-6947
Product: Black Cod, Cod, Herring
Roe, Shrimp, Lobster, Squid,
Octopus

Nichimen Corporation
Marine Product Dept.
1-13-1 Kyobashi,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3277-8291
Fax: 03-3277-8266

Product: Herring, Salmon, Sea Trout,
Tuna, Shrimp, Lobster, Crab, Squid,
Abalone

Nichimo Co., Ltd.
Nippon Bldg.
2-6-2 Ohtemachi,
Chiyoda-ku, Tokyo
Japan
Tel: 03-3245-4791
Fax: 03-3245-4964
Product: Sea Urchin

Nichinan Co., Ltd.
Honikeda Bldg. 8FL.
3-35-9 Higashi-Ueno
Taito-ku, Tokyo 110
Japan
Tel: 03-5818-6561
Fax: 03-5818-6521
Product: Lobster

Nichirei Corporation
Marine Product No.3,
Marine Product Div.
6-19-20 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3248-2222
Fax: 03-3248-2159
Product: Ground Fish, Capelin,
Herring, Redfish, Salmon, Smelt,
Tuna, Surimi, Herring Roe, Salmon
Roe, Shrimp, Prawn, Lobster, Crab,
Squid

Nichiro Corporation
1-12-1 Yurakucho,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3240-6211
Fax: 03-3287-2326
Product: Herring, Redfish, Salmon,
Sea trout, Tuna, Herring Roe,
Salmon Roe, Shrimp, Lobster, Crab,
Squid

Nippon Suisan Kaisha, Ltd.
2-6-2, Ohtemachi,
Chiyoda-ku, Tokyo 100
Japan
Tel: 03-3244-7210
Fax: 03-3244-7269
Product: Black Cod, Cod, Flounder,
Halibut, Herring, Mackerel, Pollack,
Redfish, Salmon, Trout, Tuna,
Herring Roe, Pollack Roe, Salmon
Roe, Surimi, Shrimp, Prawn, Lobster,
Crab, Squid, Octopus, Shellfish, Fish
Meal, Fish Oil

Nissho Iwai Corporation, Tokyo
Marine Product Dept.
2-4-5 Akasaka,
Minato-ku, Tokyo 107
Japan
Tel: 03-3588-3991
Fax: 03-3588-4860
Product: Tuna, Shrimp, Lobster,
Crab, Squid, Octopus, Shark Fin

Nissho Iwai Corporation, Osaka
Foodstuff Dept.
2-5-9 Imabashi,
Chuo-ku, Osaka 541
Japan
Tel: 06-209-4461
Fax: 06-209-3811
Product: Dried Squid

Nittetsu Shoji Co., Ltd.
Toshiba Bldg.
1-1-1 Shibaura,
Minato-ku, Tokyo 105, Japan
Tel: 03-3798-2933
Fax: 03-3798-2187
Product: Surimi, Crab, Halibut, Tuna,
Salmon Roe, Sea Urchin

Nitto Shoji, Ltd.
Foodstuff Dept.
6-5-5 Namiyoke,
Minato-ku, Osaka 552, Japan
Tel: 06-583-7521
Fax: 06-583-7524
Product: Live Lobster, Cooked
Lobster, Live Dungeness Crab,
Chilled Atlantic Salmon, Fresh Dover
Sole, Fresh Turbot, Monkfish Tail,
Orange Roughy Fillet, Frozen Shrimp

Nomura Trading Co., Ltd.
Tokyo Marine Product Dept.
2-2-1 Yaesu,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3277-4766
Fax: 03-3274-3803
Product: Black Cod, Capelin, Dab,
Flounder, Herring, Mackerel, Redfish,
Salmon, Scad, Sea Trout, Smelt,
Witch, Capelin Roe, Cod Roe,
Herring Roe, Pollack Roe, Salmon
Roe, Northern Shrimp, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone, Clam

Nousui Corporation
3-2-1 Tamagawa,
Fukushima-ku, Osaka 553, Japan
Tel: 06-443-8653
Fax: 06-443-0925
Product: Black Cod, Salmon, Herring
Roe, Salmon Roe, Shrimp, Crab,
Octopus

Nozaki & Co., Ltd.
7-16-19 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3542-9221
Fax: 03-3545-2006
Product: Black Cod, Ground Fish,
Capelin, Mackerel, Redfish, Salmon,
Sea Trout, Tuna, Capelin Roe,
Herring Roe, Salmon Roe, Shrimp,
Lobster, Crab, Squid, Octopus,
Abalone, Sea Urchin

Ogawa Shoten Co., Ltd. Tokyo
c/o Seibu Koku Kanda Office
1-3-8 Iwamoto-cho,
Chiyoda-ku, Tokyo, Japan
Tel: 03-3865-0030
Fax: 03-3851-5158
Product: Sea Urchin

Okaya & Co., Ltd.
Ohtemachi Bldg. 3FL.
1-6-1 Ohtemachi,
Chiyoda-ku, Tokyo 100, Japan
Tel: 03-3214-8732
Fax: 03-3214-8738
Product: Ground Fish, Herring,
Salmon, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab

Okura & Co., Ltd.
Foods & Provisions Dept.
5F Okura-bekkan Bldg.
3-4-1 Ginza,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3566-6580
Fax: 03-3566-2873

Product: Black Cod, Capelin,
Flounder, Halibut, Herring, Mackerel,
Ocean Perch, Redfish, Rock Sole,
Salmon, Sea Trout, Smelt, Capelin
Roe, Herring Roe, Salmon Roe,
Shrimp, King Crab, Snow Crab

Osaka Uoichiba Co., Ltd.
1-1-86 Noda,
Fukushima-ku, Osaka City 533
Japan

Tel: 06-469-2072
Fax: 06-469-2168
Product: Crab, Lobster, Salmon,
Trout, Herring, Herring Roe, Halibut,
Flounder, Mackerel

Pacific Trading Corporation
2-9 Kanda-Sudacho,
Chiyoda-ku, Tokyo 101
Japan

Tel: 03-5256-8365
Fax: 03-3255-2968
Product: Ocean Perch, Black Cod,
Ground Fish

Pegasus Foods Japan, Inc.
Suisankaikan 1FL.
5-9 Toyomi-cho,
Chuo-ku, Tokyo 194
Japan
Tel: 03-3532-1031
Fax: 03-3532-1479
Product: Ground Fish, Salmon, Crab,
Fish Roe

Ras Super Fries Co., Ltd.
8-4-5 Nishi-Shinjuku,
Shinkuku-ku, Tokyo
Japan
Tel: 03-3366-0911
Fax: 03-3366-1144
Product: Lobster (live and frozen),
Surfclam, Dungeness Crab, Monkfish
Liver

Sanshin Trading Co., Ltd.
6-2 Hakataeki Chuogai,
Hakata-ku, Fukuoka 812
Japan
Tel: 092-451-0311
Fax: 092-472-2949
Product: Eel

Sanyo Trading Co., Ltd.
2-11 Kanda-Nishikicho,
Chiyoda-ku, Tokyo 101
Japan
Tel: 03-3233-5882
Fax: 03-3233-5917
Product: Shrimp, Crab, Clam,
Mackerel, Octopus, Salmon Roe,
Herring Roe, Capelin Roe, Pollack
Roe

Schooner Co., Ltd.
Akasaka 7th Avenue Bldg.
7-10-20 Akasaka,
Minato-ku, Tokyo
Japan
Tel: 03-3587-0021
Fax: 03-3587-1500
Product: Shrimp, Surf Clam

Schooner Trading Corporation
Tomizen Bldg., 2-11-4 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3545-6301
Fax: 03-3545-8670
Product: Capelin, Flat Fish, Herring,
Mackerel, Redfish, Herring Roe,
Shrimp, Crab, Squid

Shibamoto & Co., Ltd.
1-1-12 Minato,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3552-4231
Fax: 03-3552-4877
Product: Black Cod, Salmon, Herring
Roe, Salmon Roe, Shrimp, Squid

Shibata Co., Ltd.
4-47-5 Noke,
Sawara-ku, Fukuoka 811-11
Japan
Tel: 092-862-3261
Fax: 092-862-3298
Product: Abalone, Sea Urchin,
Scallop, Lobster

Shin Nihon Global Inc.
SK Bldg. 3FL.
1-13-19 Shintomi,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3555-3600
Fax: 03-3555-3601
Product: Black Cod, Flounder,
Herring, Mackerel, Redfish, Salmon,
Herring Roe, Salmon Roe, Shrimp,
Crab, Sea Urchin

Shin Nishoku Co., Ltd.
SN Bldg.
3-3-19 Kachidoki,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-7911
Fax: 03-3533-2044
Product: Salmon, Black Cod, Snow
Crab, Prawn

Shinyei Kaisha
77-1 Kyomachi,
Chuo-ku, Kobe 650, Japan
Tel: 078-392-6865
Fax: 078-332-3127
Product: Smelt, Squid, Crab, Whelk,
Clam, Abalone, Other Shellfish,
Shrimp, Lobster, Oyster, Clam

Sho-ei Pack Co., Ltd.
Nakanishi Bldg.
11-8 Kobunacho, Nihonbashi
Chuo-ku, Tokyo 103, Japan
Tel: 03-3664-4181
Fax: 03-3664-4188
Product: Sea Urchin

Showa Boeki Co., Ltd.
International Division
1-18-27 Edobori,
Nishi-ku, Osaka 550, Japan
Tel: 06-441-8121
Fax: 06-444-6060
Product: Sea Urchin, Shellfish

Sudoh Shoji Ltd.
3-3-19 Kachidoki,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-7303
Fax: 03-3531-4433
Product: Salmon, Salmon Roe,
Herring Roe, Sea Urchin

Suichoku Co., Ltd.
1-4-50 Nonomiya,
Ibaraki-shi, Osaka 567
Japan
Tel: 0726-36-1033
Fax: 0726-36-1044
Product: Eel, Salmon

Sumikin Bussan Kaisha, Ltd.
Food Product Dept.
Sumitomoseimei Aoyama Bldg.
3-1-30 Minami-Aoyama,
Minato-ku, Tokyo 107, Japan
Tel: 03-3478-9185
Fax: 03-3478-9463
Product: Salmon, Tuna, Shrimp,
Lobster, Squid, Sea Urchin, Shellfish

Sumitomo Corporation (SC Marine Product Co.,Ltd.)
Ginza East Bldg. 7FL.
7-16-14 Ginza,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3543-4910
Fax: 03-3545-3458
Product: Black Cod, Ground Fish,
Herring, Ocean Perch, Salmon,
Smelt, Herring Roe, Salmon Roe,
Shrimp, Lobster, Crab, Squid

Sumitomo Corporation, Osaka Marine Product Section
4-5-23 Kitahama,
Chuo-ku, Osaka 541, Japan
Tel: 06-220-6828
Fax: 06-220-7770
Product: Shrimp, Mackerel

Suzuki Shoten Co., Ltd.
101 Edo-machi, Chuo-ku, Kobe,
Hyogo Prefecture 650, Japan
Tel: 078-321-5510
Fax: 078-331-1190
Product: Pink Salmon (fresh or
frozen), King Salmon, Catfish, Clam

Taito Seiko Co., Ltd.
1-1-21 Higashi-Shimbashi
Minato-ku, Tokyo 105, Japan
Tel: 03-3572-3235
Fax: 03-3571-7881
Product: Capelin, Herring, Redfish,
Tuna, Fish Roe, Squid

Taizan Shokuhin Shoko Co., Ltd.
1-2-23 Sangerjaya,
Setagaya-ku, Tokyo 154
Japan
Tel: 03-3487-5555
Fax: 03-5486-6933
Product: Salmon, Dungeness Crab

Takaei Trading Co., Ltd.
6-22-4 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3542-4791
Fax: 03-3542-4794
Product: Swordfish, Shark, Tuna

Takeichi & Co., Ltd.
Fujimoto Bldg. 2FL.
3-12-6 Nihonbashi Kayaba-cho
Chuo-ku, Tokyo 103
Japan
Tel: 03-3669-9252
Fax: 03-3669-3540
Product: Herring, Mackerel, Redfish,
Herring Roe, Shrimp, Lobster, Crab,
Squid

The Marine Foods Corporation
3-13-1 Shibaura,
Minato-ku, Tokyo 108
Japan
Tel: 03-3452-8121
Fax: 03-3452-8912
Product: Cod, Pollack, Salmon,
Surimi, Salmon Roe, Shrimp, Squid,
Octopus, Abalone, Scallop, Seaweed

Tobo Company Limited
2-14 Oto-cho, Atsuta-ku
Nagoya-shi, Aichi Prefecture
Japan
Tel: 052-682-6122
Fax: 052-681-3030
Product: Fresh and Frozen Seafoods

Toei Reefer Line, Ltd.
Kokusai Hamamatsucho Bldg. 6FL.
1-9-18 Kaigan,
Minato-ku, Tokyo 105
Japan
Tel: 03-3438-3203
Fax: 03-3437-6176
Product: Tuna, Squid

Toho Corporation
Marine Product Import/Export
Section
5-6-5 Itachibori,
Nishi-ku, Osaka 550
Japan
Tel: 06-531-3631
Fax: 06-543-0470
Product: Snow Crab, Bluefin Tuna,
Flounder, Lobster

Tohoto Suisan Co., Ltd.
5-2-1 Tsukiji,
Chuo-ku, Tokyo 104
Japan
Tel: 03-3541-5264
Fax: 03-3541-6239
Product: Fresh Fish, Frozen Fish,
Salted Fish Roe

Tokume, Ltd.
4-2-6 Hachiman-dori,
Chuo-ku, Kobe 651
Japan
Tel: 078-221-8181
Fax: 078-221-8190
Product: Sea Urchin

Tokusho & Co., Ltd.
15-4 Nagahama,
Chuo-ku, Fukuoka 810
Japan
Tel: 092-711-1788
Fax: 092-721-4548
Product: Lobster (frozen), Shrimp,
Surimi, Scallop

Tokusui Co., Ltd.
Tokyo Suisan Bldg. 5FL.
4-18 Toyomichio,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3533-5131
Fax: 03-3533-5173
Product: Black Cod, Salmon, Tuna,
Shrimp, Crab, Clam

Tokusui Trading Corporation
Tokyo Suisan Bldg. 5FL.
4-18 Toyomichio,
Chuo-ku, Tokyo 104, Japan
Tel: 03-3531-8161
Fax: 03-3531-8167
Product: Tuna

Tokyo Hamasho Co., Ltd.
Ikeda Bldg.
7-11-8 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-1317
Fax: 03-5565-1320
Product: Salmon, Herring Roe

Tokyo Maruichi Shoji Co., Ltd.
2-16-9 Uchikanda,
Chiyoda-ku, Tokyo 101, Japan
Tel: 03-3256-1121
Fax: 03-3256-1254
Product: Capelin, Cod, Herring,
Ocean Perch, Pollack, Salmon,
Smelt, Capelin Roe, Cod Roe,
Herring Roe, Pollack Roe, Salmon
Roe, Shrimp, Squid, Abalone, Clam

Tokyo Seafoods Ltd.
Saiesta Bldg. 5FL.
2-14-5 Tsukiji,
Chuo-ku, Tokyo 104, Japan
Tel: 03-5565-3511
Fax: 03-5565-3524
Product: Black Cod, Herring,
Mackerel, Redfish, Salmon, Tuna,
Cod Roe, Herring Roe, Salmon Roe,
Shrimp, Crab, Squid, Octopus

Tomen Corporation, Tokyo
Marine Product Dept.
Kokusai Shin-Akasaka Bldg.
6-1-20 Akasaka,
Minato-ku, Tokyo 107, Japan
Tel: 03-3588-6905
Fax: 03-3588-9996
Product: Capelin, Flounder, Herring,
Mackerel, Redfish, Salmon, Sole,
Capelin Roe, Herring Roe, Salmon
Roe, Shrimp, Lobster, Crab, Squid,
Octopus, Abalone, Sea Urchin

Tomen Suisan Co., Ltd.
4-14-11 Ginza,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3542-3721
Fax: 03-3546-9018
Product: Salmon, Shrimp, Squid

Tonichi Company Ltd.
SK Bldg. 8FL.
4-13-4 Hatchobori,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3555-1021
Fax: 03-3555-0157
Product: Frozen Lobster, Snow
Crab, Surf Clam, Monkfish Liver

Toshoku Ltd.
Marine Product Group
2-4 Nihonbashi Muromachi,
Chuo-ku, Tokyo 103
Japan
Tel: 03-3245-2184
Fax: 03-3245-2393
Product: Tuna, Squid, Nori seaweed,
Wakame Seaweed

Toshoku Seafoods Ltd.
Sumitomo Tsukiji Bldg.
5-4-14 Tsukiji,
Chuo-ku,
Tokyo 104
Japan
Tel: 03-3541-1171
Fax: 03-3546-0491
Product: Black Cod, Herring,
Mackerel, Salmon, Tuna, Herring
Roe, Salmon Roe, Shrimp, Lobster,
Crab, Squid

Towa Foods Co., Ltd.
2-1, North 3,
East 3-jo, Nishishoro,
Shiranuka-cho, Shiranuka-gun
Hokkaido 088-05, Japan
Tel: 01547-5-2014
Fax: 01547-5-2329
Product: Herring, Salmon, Herring
Roe, Salmon Roe

Toyo Suisan Kaisha, Ltd.
Fish Business Dept.
2-13-40 Kohnan,
Minato-ku, Tokyo 108
Japan
Tel: 03-3458-5161
Fax: 03-3474-8900
Product: Capelin, Eel, Ground Fish,
Mackerel, Salmon, Herring Roe,
Salmon Roe, Shrimp, Crab, Wakame
Seaweed

Toyota Tsusho Corporation
Foodstuff Dept.
2-3-18 Kudanminami,
Chiyoda-ku, Tokyo 102
Japan
Tel: 03-3230-8081
Fax: 03-3230-8042
Product: Capelin, Black Cod,
Herring, Mackerel, Redfish, Salmon,
Tuna, Shrimp, Lobster, Squid,
Wakame Seaweed

Watarai Co., Ltd.
1-7-10 Shinhamacho,
Shiogama, Miyagi Pref. 985
Japan
Tel: 022-364-0355
Fax: 022-365-5799
Product: Cod, Black Cod, Flat Fish,
Redfish, Sole

CANADIAN EMBASSY
7-3-38 Akasaka,
Minato-ku,
Tokyo 107, Japan
Tel:(011-81-3) 3408-2101
Fax:(011-81-3) 3470-7280/3479-5320
Contact: Mr. Ezio DiEmanuele

JORDAN

Jordan's only outlet to the sea is the Gulf of Aqaba. Fishing in Aqaba has been declining steadily and quantities caught are hardly sufficient to cover the local community. Thus, seafood products are mainly imported fresh from Yemen, from where there are frequent flights. Lobster, shrimp and other delicacies are imported frozen and are usually to be found in large supermarkets and luxury hotels. In both cases, the supermarkets and hotels import the seafood directly.

Mr. A. Mamduh Abu-Hassau

P.O. Box 665

Amman,
Jordan

Tel: 962-6-627801

Fax: 962-6-627803

Product: frozen lobster, shrimp,
other seafood delicacies

Khalaf Supermarket

P.O. Box 586

Amman,
Jordan

Tel: 962-6-625140

Contact: Mr. Maurice Khalaf

Product: frozen lobster, shrimp,
other seafood delicacies

Hotel Inter-Continental Jordan

P.O. Box 35014

Amman, Jordan

Tel: 962-6-641361

Fax: 962-6-645217

Contact: Mr. S. Barters

Product: frozen lobster, shrimp,
other seafood delicacies

Mr. George Noursi

P.O. Box 611044

Amman,
Jordan

Tel: 962-6-816796

Fax: 962-6-826298

Product: frozen lobster, shrimp,
other seafood delicacies

Safeway International

P.O. Box 960650

Amman,
Jordan

Tel: 962-6-685311

Fax: 962-6-685350

Product: frozen lobster, shrimp,
other seafood delicacies

Marriott Hotel

P.O. Box 926333

Amman, Jordan

Tel: 962-6-607607

Fax: 962-6-670100

Contact: Mr. R. Coppleman

Product: frozen lobster, shrimp,
other seafood delicacies

CANADIAN EMBASSY

Pearl of Shmeisani Building

Shmeisani, Amman

Hashemite Kingdom of Jordan

P.O. Box 815403

Tel:(011-962-6) 666-124/5/6

Fax:(011-962-6) 689-227

Contact: Mr. Shahid Museitif

LEBANON

Fisheries has always been a traditional sector for Lebanon and the trade enjoyed comfortable standards with the prices of seafood higher than any other country in the region. This was the case until a few years after the commencement of the civil war, the Mediterranean was rumoured to be polluted and fish not fit for human consumption. This has affected the industry greatly and for some time fresh seafood was a rare commodity. After the cessation of the civil strife, the Lebanese business men started to import seafood in addition to small quantities caught locally. Imported seafood is usually frozen and restricted to the more expensive varieties.

Spinneys Lebannon S.A.L.
 Verdun-Chili St., Kholeilat Building
 Beirut, Lebanon
 Tel:(961-1) 814413/863230/805667
 Fax:(961-1) 860076
 Product: frozen seafood

Food & Food
 P.O. Box 14-5612
 Beirut,
 Lebanon
 Tel:(961-1) 30355/304114/304988
 Product: frozen seafood

The Summerland Hotel
 Beirut,
 Lebanon
 Tel:(961-1) 304830/865151/863844
 Fax:(961-1) 863163
 Product: frozen seafood

Al-Tamween
 Mohammad H. Salch for Trading
 P.O. Box 135179
 Beirut, Lebanon
 Tel:(961-1) 811932/813255
 Product: frozen seafood

CANADIAN EMBASSY
 Pearl of Shmeisani Building
 Shmeisani, Amman
 Hashemite Kingdom of Jordan
 P.O. Box 815403
 Tel:(011-962-6) 666-124/5/6
 Fax:(011-962-6) 689-227
 Contact: Mr. Shahid Museitif

MALAYSIA

The Malaysian seafood industry has been experiencing steady growth in the last 5 years. In 1992, imports of fish and seafood products into Malaysia amounted to Cdn\$ 291 million. Product import categories are fresh, chilled and frozen fish (Cdn\$ 182.9 million), sardines (Cdn\$ 24.3 million), prawns/shrimps (Cdn\$ 43.7 million), crabs (Cdn\$ 14.5 million) while Malaysian exports are mainly in frozen and canned seafood products.

Malaysia's main trading partner in the seafood sector is Thailand which contributes about 47 percent or Cdn\$ 137.9 million of the total seafood imports valued at Cdn\$ 291 million in 1992. Their exported products to Malaysia are crabs, shrimps and prawns, cuttle fish and squid, mackerel and other marine fish. Other main trading partners for Malaysia are Japan, Australia, Singapore, Indonesia and New Zealand.

Canadian exports to Malaysia in this sector have been small but increasing. Canada's main exports to Malaysia are lobster, salmon and oysters which are favoured and highly regarded by major restaurants and hotels in Malaysia for their quality. Besides concentrating on the traditional seafood products, Canadian exporters should also consider exporting fresh/frozen shrimps and canned crabs and squids.

Ben Foods (M) Sdn Bhd
 Lot 4 & 6,
 Jalan SS 13/6
 Subang Jaya Industrial Estate
 47500 Petaling Jaya, Selangor
 Malaysia
 Tel:(03) 734-5901
 Fax:(03) 734-5898
 Contact: Ms. Sue Thong
 Product: canned tuna/sardine, other
 canned products

The Malayan Refrigerating Sdn
 Lot #1050,
 Jalan Dua,
 Selayang Baru,
 68100 Batu Caves, Selangor,
 Malaysia
 Tel:(03) 618-8040
 Fax:(03) 618-9533
 Contact: Jeffery Tan, Manager
 Product: frozen, chilled fish, seafood,
 lobster, oysters, other crustacean
 products

Blue Pacific Enterprise
 Lot G.70,
 Wisma Stephen
 Jalan Raja Chulan
 50200 Kuala Lumpur, Malaysia
 Tel:(03) 242-5051
 Fax:(03) 254-3564
 Contact: Johan Tung
 Product: live lobster

Pok Brothers (M) Sdn Bhd
 12 Jalan tukul 16/5
 40000 Shah Alam,
 Malaysia
 Tel:(03) 550-5030
 Fax:(03) 550-5680
 Contact: Lawrence Pok
 Product: frozen, chilled, fish,
 seafood, crustaceans

Butterworth Iceworks Sdn Bhd
 4402 Chain Ferry Road
 12100 Butterworth
 Penang,
 Malaysia
 Tel:(04) 346-744
 Fax:(04) 319-804
 Contact: Saw Hai Earn
 Product: frozen, chilled shrimp, crab,
 crab meat, squid, octopus, canned
 sardine, tuna, canned tuna, other
 seafood products

Asia Marine Product Sdn Bhd
 15 Lebuh Raya Petai
 Pandamaran Industrial Estate
 42000 Port Kelang
 Selangor,
 Malaysia
 Tel:(03) 368-9806
 Fax:(03) 368-3557
 Contact: Mr. Wang
 Product: prawns, crab meat, other
 seafood products

Tropical Canning Corporation Sdn Bhd
 14 Danby Street
 14000 Bukit Mertajam
 Penang
 Malaysia
 Tel:(04) 511-061
 Fax:(04) 593-292
 Contact: Tan Boon Soo
 Product: frozen tuna, sardines, other
 pelagic products

Seafood Distributors (M) Sdn
 22 Jalan 21/11B,
 S.E.A Park
 46300 Kuala Lumpur,
 Malaysia
 Tel:(03) 775-2609
 Fax:(03) 775-2615
 Contact: Doris Teo, Manager
 Product: fresh, frozen, dried, chilled,
 salmon, lobster, fish, seafood,
 scallop, oysters

Pacific Shore Finefood Sdn
 21 Jalan 7/70A
 Taman Sri Hartamas
 50480 Kuala Lumpur,
 Malaysia
 Tel:(03) 254-5300
 Fax:(03) 254-9780
 Contact: S. Yeoh Beng Hoe
 Product: frozen, chilled, fish, other
 seafood products

Juri Bekal (M) Sdn Bhd
356-C, Tingkat 3
Batu 2 1/2 Jalan Ipoh
51200 Kuala Lumpur,
Malaysia
Tel:(03) 443-7162
Fax:(03) 443-6399
Contact: Dr. Santhirakesu,
Product: frozen seafood

Barkath Marine Product Sdn
189 Jalan Sungai Pinang
10050 Penang
Malaysia
Tel:(04) 626-255
Fax:(04) 612-925
Contact: T.M. A. Jabbar, Director
Product: frozen shrimp, other
seafood products

Cold Storage Trading Berhad
9th Fl., Jaya Shopping Centre
Jalan Semangat
46100 Petaling Jaya
Selangor, Malaysia
Tel:(03) 758-8888
Fax:(03) 758-1291
Contact: Ahmad Abu Bakar
Product: chilled/frozen

CANADIAN HIGH COMMISSION
Plaza MBF, 7th Floor
Julian Ampang
50450 Kuala Lumpur
Federation of Malaysia
P.O. Box 10990
Tel:(011-60-3) 261-2000
Fax:(011-60-3) 261-3428/1270
Contact: Mr. Randall Liew

PAKISTAN

Due to local dietary habits, seafood is limited to coastal areas and only fresh seafood is consumed. The Pakistan domestic seafood catch is obtained from the Arabian Sea near Karachi, most of it is consumed locally and the balance is processed almost entirely for export. The local Pakistan market price of seafood is relatively low. However, imports of frozen fish and processed seafood are subject to high tariffs (80% import duty and a 15% sales tax).

CANADIAN HIGH COMMISSION

Diplomatic Enclave

Sector G-5

Islamabad

Islamic Republic of Pakistan

Tel:(011-92-51) 211-101-4

Fax:(011-92-51) 211-540

Contact: Mr. Waheed Khan

PHILIPPINES

Imports of fish, whether fresh or frozen are mainly by canning factories. Thus an entry strategy for foreign seafood suppliers would be through contracts with the firms in this directory. There are no import quotas or volume restrictions on marine animals (with the exception of certain dangerous species of fish) and products. However, tariff duties are levied on these imports based on species type and product preparation.

Bureau of Fish & Aquatic Res.
880 Quezon Avenue,
Quezon City, Metro Manila
Philippines
Tel: 922-21-97
Fax: 98-85-17
Contact: Guillermo L. Morales
Product: seafood

Philippine Fisheries Development Authority
373 Quezon Avenue
Quezon City, Philippines
Tel: 911-39-25
Fax: 911-39-49
Contact: M.I. Sarmiento, Jr.
Product: seafood

Frabelle Fishing Corporation
235 North Bay Boulevard
Navotas, Metro Manila
Philippines
Tel: 23-16-51
Fax: 22-12-01
Contact: Francisco Tiu Laurel
Product: seafood

RBL Fishing
925 M. Naval Street
Navotas, Metro Manila
Philippines
Tel: 23-40-71
Fax: 22-32-76
Product: seafood

Southeast Asian Fisheries Development (SEAFDEC)
State Financing Building
Mandaluyong, Metro Manila
Philippines
Tel: 924-55-11
Fax: 924-55-11 to 13
Contact: Dr. Efren Flores

Inter-Island & Deep-Sea Fishing Association
Navotas Fishery Port Complex
Navotas, Metro Manila
Philippines
Tel: 23-30-38
Fax: 23-91-49
Contact: Alonso Tan
Product: seafood

San Miguel Fish Industries Inc.
2614 Suez cor. Kakarong Sts.
Makati,
Metro Manila
Philippines
Tel: 85-10-91
Fax: 86-35-01
Contact: Andres Soriano III
Product: seafood

Permex Producer/Exporter
Suite 4F, Vermont Towers
Malate, Metro Manila
Philippines
Tel: 50-58-56
Fax: 522-21-04
Contact: T.C. Tan, President
Product: seafood

RFM Tuna Corporation
Pioneer St. cor. Sheridan St.
Mandaluyong, Metro Manila
Philippines
Tel: 631-81-01
Fax: 631-50-39/631-50-07
Product: seafood

CANADIAN EMBASSY
11th Floor, Allied Bank Centre
6754 Ayala Avenue
Makati, Metro Manila
Republic of the Philippines 1200
Tel:(011-63-2) 815-9536
Fax:(011-63-2) 810-1699/815-9595
Contact: Mr. Byron C. Lee

RUSSIA

The Russian Market for fish and seafood products is quite different from what it was in the Soviet centralised system. The number of outlets has increased, as well as the variety of outlets. At one end, the market demand exceeds supply and the potential for medium and low priced fish/seafood products intended for general consumption is almost unlimited. At the other end, there is a smaller but growing market for higher end products sold to western style restaurants, hotels and shops selling almost exclusively imported products. The main species imported are; herring (mostly salted in barrels), sardines in oil, canned herring in sauce, sardines in tomato sauce, fillets of cod and tuna, canned tuna, live and frozen lobster, scallops, shrimp and molluscs mostly find their way to hotels, restaurants and western style grocery stores. While looking at the market potential, exporters should keep in mind that logistics and distribution can be difficult, funds are often lacking and the business environment is evolving. It is expected that the average tariff rate will be increased, probably doubled.

Firm "Produkty" ("Prodintorg")
32/34 Smolenskaya/Sennaya
Moscow 121200, Russia
Tel:(095) 244-3482
Fax:(095) 244-2629
Contact: Vyacheslav V. Kungurtsev
Product: seafood

Rosprodimport Corporation
2-7/10 Marx-Engels Street
Moscow 121019,
Russia
Tel:(095) 203-2437
Fax:(095) 291-6130
Contact: Kirill A. Avdeev
Product: seafood

Firm "Moreprodukty"
(Joint Stock Company Sovrybflot)
9 Rozhdestvensky Blvd.
Moscow 103045, Russia
Tel:(095) 208-4057/925-4983/925-5456
Fax:(095) 230-2730
Product: seafood

Scorpio Company Ltd.
Entr. 7, 17 Marshala Grechko
Prospect
Moscow 121357, Russia
Tel:(095) 449-8894, 445-4949/3920
Fax:(095) 449-8922
Product: seafood

Products International
10 B. Gnezdnikovsky Per.
Moscow 103009,
Russia
Tel:(095) 229-8290
Fax:(095) 229-8332
Product: seafood

CANADIAN EMBASSY
Starokonyushenny Pereulok 23
Moscow 12100
Russian Federation
Tel:(011-7-095) 241-5070
Fax:(011-7-095) 241-9034
Contact: Miss Irina Litvinova

SAUDI ARABIA

The domestic seafood market in Saudi Arabia is quite substantial with total imports of approximately 25,000 tonnes per year. It is believed that the demand for imports will increase over the next few years due to a growing national population, shifting tastes and preferences, and the proliferation of supermarkets and expatriates who make up a sizeable portion of the domestic market for seafood.

Al Entisar Trading Est.
 P.O. Box 16627,
 Riyadh 11474
 Saudi Arabia
 Tel:(1) 462-3369
 Fax:(1) 465-6659
 Contact: Mr. Isaac Sakka, General Manager
 Product: Salmon, Fresh Fish, Frozen Cod, Haddock Fillet, Rainbow Trout, Frozen Shrimp

Arabian Food Supplies
 P.O. Box 1400, Jeddah 21431
 Saudi Arabia
 Tel:(2) 651-4284
 Fax:(2) 651-28546
 Contact: Mr. Magdi Yacoub, General Manager
 Product: Canned Tuna, Sardines, Crab Meat, Salmon, Shrimp, Anchovies, Herrings, Mackerel, Frozen Fish Fingers, Kipper Frozen Fillet, Frozen Haddock

CANADIAN EMBASSY
 Diplomatic Quarter
 Riyadh 11693
 Kingdom of Saudi Arabia
 P.O. Box 94321
 Tel:(011-966-1) 488-2288
 Fax:(011-966-1) 488-0137
 Contact: Mr. Joe Fakhri

Al-Jufailah Corporation
 P.O. Box 13951,
 Jeddah 21414, Saudi Arabia
 Tel:(02) 665-4782/6658945
 Fax:(02) 667-3501
 Contact: Mr. Ayaz A. Shaikh
 Product: Frozen Shrimp, Tilapia, Mackerel, Herrings, Frozen Fish

Sunbulah Food & Fine Pastries Mfg. Co. Ltd.
 P.O. Box 8950, Jeddah 21492
 Saudi Arabia
 Tel:(02) 636-8485/636-4469
 Fax:(02) 636-4950
 Contact: Ibrahim Yousef Kurdi
 Product: Frozen Fish Fingers

Basamh Trading Company
 P.O. Box 427, Jeddah 21411
 Saudi Arabia
 Tel:(02) 660-6668
 Fax:(02) 660-1544
 Contact: Salem A.S. Basamah
 Product: Frozen Fish Fingers

General Trading Company
 P.O. Box 1520,
 Al-Khobar 31952, Saudi Arabia
 Tel:(03) 857-5622
 Fax:(03) 857-5834
 Contact: Mr. James Reid
 Product: Canned Seafood, Frozen Cod, Herrings, Haddock Fillets, Salmon

Sands Corporation
 P.O. Box 7030,
 Jeddah
 Saudi Arabia
 Tel:(02) 682-1863
 Fax:(03) 682-7939
 Contact: Mr. Ghazi Nourallah
 Product: Smoked Salmon, Other Specialty Products

Al-Nujaidi Est.
 P.O. Box 53649,
 Riyadh 11593
 Saudi Arabia
 Tel:(01) 476-1475
 Fax:(01) 473-0221
 Contact: Mr. Shafoat Ali Khan, Director Marketing
 Product: Fresh, Frozen, Chilled, Dried, Salmon, Trout, Cod, Other Fish, Seafood, Haddock, Prawns, Herring

Le Gourmet Trading Company (Saudi Arabia Market)
 Carezma International S.A.
 353, rue de la Tour
 Centra 127,
 94566 Rungis Cedex,
 France
 Tel:46 86 77 79
 Fax:46 86 75 19
 Contact: Mr. Nabil Al-Turk, General Manager
 Product: Smoked Salmon, Caviar

SINGAPORE

With a sound and expanding economy, Singapore has a population of only 2.8 million people and enjoys one of the highest per capita incomes in Asia, second only to Japan. This dynamic growth is also reflected in the seafood industry, where total imports average over Cdn\$ 700 million/year in the last three years. The local market for seafood is fairly large with a per capita consumption of 32 kgs, making it one of the highest seafood consumers in Asia. Although consumption of seafood in general has taken on a healthy trend, statistics indicate that Canada's share of the import market is small. Canada's range of products are classified under the temperate species, of which consumption is minimal in this region. The most popular species consumed in this region are; black and white pomfret, spanish mackerel, golden snapper, hard tail, coral fish sea bream, dorab and cultured species such as sea bass and grouper. Seafood products that are in demand are the exotic high value varieties like tuna, salmon, lobster, geoduck, abalone, oysters and dried squid.

Ben Foods (S) Pte Ltd
230B Pandan Loop, Singapore 0512
Tel: 778-6655
Fax: 777-2869
Contact: Mr. Charles Ong, Manager
Product: seafood

Euraco FineFood Pte Ltd
Blk 219 Henderson Rd #01-03
Henderson Industrial Park
Singapore 0315
Tel: 276-5433
Fax: 276-2978
Contact: Mr. Sebastian Tan, Director
Product: seafood

Fisheries Products Pte Ltd
Block #20, Pandan Loop #01-149
Singapore 0512
Tel: 778-2811
Fax: 774-3117
Contact: Ms. Diana Wong, Manager
Product: seafood

Sintra Marine International Pte
465 Alexandra Road #14-00
NOL Building, Singapore 0511
Tel: 279-0752
Fax: 278-9938
Product: seafood

Global Fisheries Pte Ltd
1 Second Chin Bee Road
Jurong, Singapore 2261
Tel: 264-0984
Fax: 264-0974
Contact: Mr. Ngiap Whay Loy
Product: seafood

Hock Bee Frozen Food Enterprise
10 Fishery Port Road
Singapore 2261
Tel: 268-9144
Fax: 265-3609
Contact: Mr. Thomas Peh, Director
Product: seafood

Kaiyen Co Pte Ltd
Blk 21 Pandan Loop #01-167
Singapore 0512
Tel: 779-1772
Fax: 779-6166
Contact: Mr. Raymond Lim
Product: seafood

Tenneco Pte Ltd
121 Defu Lane 10, Singapore 1953
Tel: 282-8655
Fax: 282-8751
Contact: Mr. Hai Yong Tan, Director
Product: seafood

Pan Seas Enterprises (Pte) Ltd
35B Fishery Port Road
Singapore 2261
Tel: 264-2233
Fax: 265-0839
Contact: Mr. Arthur Seit, Director
Product: seafood

Seafood Distributors (S) Pte
48 Hillview Terrace #01-06
Hillview Building
Singapore 2366
Tel: 760-2376
Fax: 760-0853
Contact: Mr. Jasmon Ong, Sales
Product: seafood

Singapore Marine Enterprises Pte
5 Jalan Tepong, Singapore 2261
Tel: 265-0576
Fax: 265-8798
Contact: Mr. Sian Teck Lee
Product: seafood

Wales Seafood (S) Pte Ltd
24 Tuas Avenue 12, Singapore 2263
Tel: 862-0422
Fax: 861-6728
Contact: Mr. John Wales, Director
Product: seafood

CANADIAN HIGH COMMISSION
IBM Towers, 14th Floor
80 Anson Road, Singapore 0207
Republic of Singapore
P.O. Box 845
Tel:(011-65) 225-6363
Fax:(011-65) 226-1541
Contact: Mr. Peter C.M. Ho

SOUTH KOREA

The South Korean per capita seafood consumption was 28.93 kg in 1992. South Korea imported fish products worth US\$ 446 million in 1992 and with declining access to foreign fishing grounds, prospect is that the market will grow. Canada's position in the South Korean import market is very low at 4,855 tons (US\$ 8,901,884). The majority of Canadian commercial fish species in the South Korean market are mainly pacific salmon, herrings both roe and meat, cod including black cod, rock fish, lobster including lobster tail and various other types of shell fish. South Korea presents Canada with a potentially exciting fisheries product market of more sophisticated consumers demanding a wide supply of quality seafood products.

Youngsun Agro-Fishery Co.

915-14, Bangbae-dong,
Seocho-ku, Seoul
South Korea
Tel:(02) 584-0436
Fax:(02) 584-0438
Contact: Jung Sang-Joon
Product: groundfish, herring, fish

Sunkyong Limited

36-1, Ulchiro 2-ka,
Chung-gu, Seoul
South Korea
Tel:(02) 758-2788
Fax:(02) 728-0031
Contact: Park Kun-Shik
Product: groundfish

Doosan Industries

649-14, Dungchon-dong,
Kangseo-gu, Seoul
South Korea
Tel:(02) 600-1553
Fax:(02) 607-6494
Contact: Mr. Lim Sung-Eun
Product: groundfish

Hyundai Corporation

140-2, Kye-dong,
Chongro-gu, Seoul
South Korea
Tel:(02) 746-1473
Fax:(02) 746-1074
Contact: Chung Sok-Mo
Product: groundfish

Kolon International Corporation

45, Mugyo-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 311-8953
Fax:(02) 754-5314
Contact: Mr. Kim In-Nam
Product: groundfish

Lucky-Goldstar International

Corporation
20, Youido-dong,
Youngdeungpo-gu,
Seoul, South Korea
Tel:(02) 787-5332
Fax:(02) 785-7762
Contact: Mr. Kim Gil-Nam
Product: groundfish

Samsung Corporation

250, Taepyung-ro,
Chung-gu,
Seoul, South Korea
Tel:(02) 751-3595
Fax:(02) 728-4391
Contact: Mr. Nam Min-Woo
Product: groundfish

Han Beck Atlantic Prod. Co.

159-8, Karak-dong,
Songpa-gu, Seoul, South Korea
Tel:(02) 443-3147
Fax:(02) 443-3149
Contact: Y.T. Kim, President
Product: lobster and lobster tail

Louis Corporation

88-7, Nonhyun-dong,
Kangnam-gu, Seoul, South Korea
Tel:(02) 547-7878
Fax:(02) 511-7565
Contact: Mr. Lee Nack-Hee
Product: lobster and lobster tail

Chungjigi Trading Co.

517-4, Sinsa-dong,
Kangnam-gu,
Seoul, South Korea
Tel:(02) 549-1586
Fax:(02) 542-0546
Contact: Mr. K.C. Kim, President
Product: lobster and lobster tail

Baeyo Industries Co.

734-34, Banpo-dong,
Seocho-gu,
Seoul
South Korea
Tel:(02) 515-2052
Fax:(02) 515-2052
Contact: Mr. Lee Hong-Joo
Product: lobster and lobster tail

Asia Food Product Co Ltd.

335-1, Changrim-dong,
Saha-gu,
Pusan, South Korea
Tel:(051) 29-9211
Fax:(051) 202-2022
Contact: Nam Pil-Won, President
Product: seafood

Daerim Fishery Co Ltd.

77, Mugyo-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 777-1751
Fax:(02) 756-3259
Contact: Kim Myung-Nyun
Product: seafood

Daewoo Corporation

541, Namdaemunno 5-ga,
Chung-gu, Seoul, South Korea
Tel:(02) 759-2114
Fax:(02) 753-9489
Contact: Kim Woo-Choong
Product: seafood

Dong Bang Ocean Fisheries

Company Limited
128-33, Chungnim-dong,
Chung-gu, Seoul, South Korea
Tel:(02) 392-1051
Fax:(02) 392-7693
Contact: Cho Yong-Hun, President
Product: seafood

Dongwon Industries Company Ltd
 355, Chungnim-dong,
 Chung-gu, Seoul, South Korea
 Tel:(02) 331-3001
 Fax:(02) 392-5218
 Contact: Kim Jae-Chul, President
 Product: seafood

Hansung Enterprise Co Ltd.
 34, Taepyeong-dong 1-ga,
 Yongdo-gu, Pusan, South Korea
 Tel:(051) 48-2221
 Fax:(051) 413-3399
 Contact: Lim Won-Kun, President
 Product: seafood

Hong Ji Mool San Co Ltd.
 272, Pungdok-dong,
 Sunchon-shi, Chunnam, South Korea
 Tel:(0661) 3-2161
 Fax:(0661) 741-6278
 Contact: Song Lee-Kewn, President
 Product: seafood

Hyosung Corporation
 17-7, Namdaemunno 4-ga,
 Chung-gu, Seoul, South Korea
 Tel:(02) 771-1100
 Fax:(02) 754-9983
 Contact: Huh Chung-Wook
 Product: seafood

Kool Industrial Co Ltd.
 60-17, Taepyeongno 1-ga,
 Chung-gu, Seoul, South Korea
 Tel:(02) 735-7584
 Fax:(02) 737-0178
 Contact: LEE IN-HYUNG, President
 Product: seafood

CANADIAN EMBASSY
 10th Floor,
 Kolon Building
 45 Mugyo-Dong, Jung-ku
 Seoul 100-170
 Republic of Korea
 P.O. Box 6299
 Tel:(011-82-2) 753-2605
 Fax:(011-82-2) 755-0686
 Contact: Mr. J.H. Kim

Korea Tourist Hotel Supply Center
 255-5, Nung-dong,
 Songdong-gu, Seoul, South Korea
 Tel:(02) 444-8821
 Fax:(02) 452-7294
 Contact: Lee Choon-Keun
 Product: seafood

Korea Wonyang Fisheries Co.
 72, Kyonji-dong,
 Chongno-gu, Seoul, South Korea
 Tel:(02) 739-5300
 Fax:(02) 739-9973
 Product: seafood

Kyung Dong Kyoyuk Co Ltd.
 18-33, Songnam-dong,
 Songnam-shi Kyonggi-do
 South Korea
 Tel:(0342) 47-7050
 Fax:(0342) 47-2788
 Product: seafood

Marine Industrial Co Ltd.
 401, Marine Bldg.
 221-13, Nonhyon-dong,
 Kangnam-gu, Seoul, South Korea
 Tel:(02) 547-5711
 Fax:(02) 546-9420
 Product: seafood

Nam Bug Fisheries Co Ltd.
 51, Sogong-dong,
 Chung-gu, Seoul, South Korea
 Tel:(02) 771-43
 Fax:(02) 756-8245
 Product: seafood

Oyang Fisheries Co Ltd.
 76-3, Taepyeongno 1-ga,
 Chung-gu, Seoul, South Korea
 Tel:(02) 732-6500
 Fax:(02) 732-5300
 Product: seafood

Sajo Industrial Co Ltd.
 157, Chungjongno 2-ga,
 Sodaemun-gu, Seoul, South Korea
 Tel:(02) 313-9000
 Fax:(02) 313-8079
 Product: seafood

Sam Yang Co Ltd.
 263, Yonji-dong,
 Chongno-gu, Seoul, South Korea
 Tel:(02) 743-7711
 Fax:(02) 743-7720
 Contact: KIM SANG-EUNG
 Product: seafood

Samho Moolsan Co Ltd.
 275-6, Yangjae-dong,
 Seocho-gu, Seoul
 South Korea
 Tel:(02) 589-1114
 Fax:(02) 589-1001
 Contact: CHO KANG-HO, President
 Product: seafood

Silla Trading Co Ltd.
 93-52, Pukchang-dong,
 Chung-gu, Seoul
 South Korea
 Tel:(02) 778-6161
 Fax:(02) 756-3955
 Contact: Park Joon-Hyung, President
 Product: seafood

Ssang Yong Corporation
 24-1, Cho-dong 2-ga,
 Chung-gu, Seoul
 South Korea
 Tel:(02) 270-8114
 Fax:(02) 273-0981
 Contact: Kim Ki-Ho, President
 Product: seafood

Taiyang Silup Co Ltd.
 523, Pumil-dong,
 Tong-gu, Pusan, South Korea
 Tel:(051) 462-0655
 Fax:(051) 462-9175
 Contact: Hur Hum, President
 Product: seafood

SRI LANKA

Sri Lanka does not import a significant quantity of fresh or frozen seafood, as its domestic fishing fleet and licensed offshore fishing boats satisfy the domestic demand with not much left over for canning. Therefore Sri Lanka does import a considerable amount of canned and dried seafood products. The most popular imported products are mackerel and sardines and the exporters are most commonly Thailand and Singapore, though some Canadian products have been spotted on the shelves. The most common export source for dried fish is the Maldives.

Delmage and Forsyth and Co.
101 Vinayalankara Mawatha
P.O. Box 45,
Colombo 10, Sri Lanka
Tel: 94-1-693361-8
Fax: 94-1-698139/699413
Product: seafood

Shaw Wallace and Hedges
P.O. Box 84,
Colombo 3
Sri Lanka
Fax: 94-1-575089
Product: seafood

Keels Food Products
130 Glennie Street
Colombo
Sri Lanka
Product: seafood

CANADIAN HIGH COMMISSION
6 Gregory's Road
Colombo
Democratic Socialist Republic
of Sri Lanka
P.O. Box 1006
Tel:(011-94-1) 69-58-41/42/43
Fax:(011-94-1) 68-70-49

SYRIA

Syria enjoys a large coastline along the Mediterranean Sea and consequently, has a somewhat thriving domestic fishing industry. A very limited quantity of seafood, if any, is imported and is confined to the expensive varieties which are imported directly by the major hotels in Syria.

Mr. Raymond Kalpakji
P.O. Box 1314
Damascus, Syria
Product: seafood

Mr. Maurice Asfoura
P.O. Box 13538
Damascus, Syria
Product: seafood

Sheraton Damascus
P.O. Box 4795
Damascus, Syria
Contact: Mr. Edmond Khouly
Product: seafood

FF Export Import Co.
P.O. Box 82
Aleppo, Syria
Contact: Mr. Farid Frangleh
Product: seafood

CANADIAN EMBASSY
Pearl of Shmeisani Building
Shmeisani, Amman
Hashemite Kingdom of Jordan
P.O. Box 815403
Tel:(011-962-6) 666-124/5/6
Fax:(011-962-6) 689-227
Contact: Mr. Shahid Museitif

TAIWAN

Taiwan has a population of 21 million and a per capita income of over \$13,000 (\$CDN). Total fishery production is decreasing by about 10% per annum, providing a good opportunity for Canada to market its seafood products to Taiwan and gain a greater share of total imports of 499,239 tons valued at \$675 million (\$CDN). There is evidence of a recent trend of declining domestic production and processing due to higher operating and capital costs.

Taiwan has recently moved processing to southeast Asia and investment is growing in mainland China. This has resulted in a growing number of imports of fish and seafood products to satisfy Taiwanese consumers. Products imported include; lobster, shrimp, eel, crab, caplin, scallop, fish roe, halibut, sea-cucumber and sea-blubber.

Jall Eon Trading Company Limited
 5, Alley 58,
 Lane 278,
 Yung Chi Rd,
 Taipei,
 Taiwan
 Tel: 02-763-1600
 Fax: 02-768-2142
 Product: fresh, frozen, chilled,
 lobster, crab

Kyomatsu Trading Company Limited
 10 Floor,
 337 Tung hua S. Rd.
 Section.1,
 Taipei, Taiwan
 Tel: 02-755-3248
 Fax: 02-700-5314
 Product: fresh, frozen, chilled,
 lobster, crab

Yen & Brothers Enterprise Company Limited
 37, Lane 449,
 Wan Ta Road,
 Taipei, Taiwan
 Tel: 02-754-2770
 Fax: 02-703-2000
 Product: lobster, crab, capelin,
 scallop, fish roe, halibut, sea-
 cucumber, sea-blubber, other
 seafood products

Lin Progress Incorporated
 3f, 174,
 Pa Teh Road, Sec.4,
 Taipei, Taiwan
 Tel: 02-765-0151
 Fax: 02-765-0154
 Product: halibut, lobster, crab,
 scallop

Big Ben Industries Inc.
 1, 6Fl, 296,
 Hsin Yi Rd.,
 Sec.4,
 Taipei,
 Taiwan
 Tel: 02-709-1455
 Fax: 02-706-9139
 Product: fresh, frozen, chilled,
 lobster, crab

Hoesing International Company Limited
 8f-5, 432,
 Kee Lung Rd., Sec.1,
 Taipei,
 Taiwan
 Tel: 02-758-1015
 Fax: 02-758-1020
 Product: lobster, crab, scallop,
 halibut

Shiang Kwel Co., Ltd
 1, 4f, 125,
 Roosevelt Rd., Sec.5,
 Taipei,
 Taiwan
 Tel: 02-934-0844
 Fax: 02-934-0829
 Product: fresh, frozen, chilled,
 lobster, crab

Tai-Sask Trading Corporation
 12f-1, 164,
 Pa Teh Rd., Sec.3,
 Taipei,
 Taiwan
 Tel: 02-778-0713
 Fax: 02-778-0710
 Product: lobster, crab, halibut,
 scallop

Eu Tend Industry Co., Ltd
 3f., 173,
 Pa Teh Rd., Sec.3,
 Taipei,
 Taiwan
 Tel: 02-751-5260
 Fax: 02-741-6731
 Product: fresh, frozen, chilled,
 lobster, crab, scallop

Shin Ho Sing Ocean Enterprise Co., Limited
 9f., 560,
 Chung Hsiao E. Rd., Sec.4,
 Taipei,
 Taiwan
 Tel: 02-758-2662
 Fax: 02-729-6111
 Product: scallop, halibut

Mascot Company, Ltd.
 2, 9F., 50,
 Hsin Sheng S. Rd.,
 Section #1,
 Taipei,
 Taiwan
 Tel: 02-391-8621
 Fax: 02-351-1065
 Product: fresh, chilled, frozen,
 scallop, eel

Tomo Bright Industrial Co.,
 8-3F, 155,
 Hsin Yi Rd., Sec.4,
 Taipei,
 Taiwan
 Tel: 02-702-2232
 Fax: 02-702-2321
 Product: fresh, chilled, frozen,
 halibut, fish, seafood, lobster, crab,
 scallop

Taiwan Ming Tai Co., Ltd
 10, lane 101,
 Ta An Rd., Sec.1,
 Taipei, Taiwan
 Tel: 02-731-5215
 Fax: 02-731-5349
 Product: halibut

Kao-w Industrial Corp., Ltd.
 2F., 117,
 Nanking E. Rd., Sec.3,
 Taipei, Taiwan
 Tel: 02-506-6377
 Fax: 02-506-5970
 Product: halibut

Hu Han Trading Co., Ltd
 464, Wan Ta Rd.,
 Taipei, Taiwan
 Tel: 02-301-3252
 Fax: 02-309-8339
 Product: halibut, lobster, crab,
 scallop

Ocean By Corporation
 10-1f., 127,
 Yen Ping N. Rd., Sec.2,
 Taipei, Taiwan
 Tel: 02-531-2321
 Fax: 02-561-5821
 Product: scallop, halibut

Shiang Kwel Co., Ltd
 4-1f., 125,
 Roosevelt Rd., Sec.5,
 Taipei, Taiwan
 Tel: 02-934-0844
 Fax: 02-934-0829
 Product: halibut, lobster, crab

Crystal Anguilla Corp.
 8-10F., 316,, Nanking E. Rd., Sec.5,
 Taipei, Taiwan
 Tel: 02-761-5454
 Fax: 02-764-3365
 Product: halibut, sea-cucumber, sea-
 blubber, scallop

Feng Ho Li Corp.
 1-8F., 35,
 Shao Hsing Nr. St.,
 Taipei, Taiwan
 Tel: 02-395-6011
 Fax: 02-356-9421
 Product: sea-cucumber, blubber, roe

CANADIAN TRADE OFFICE
 13th Floor
 365 Fu Hsing North Road
 Taipei,
 Taiwan
 Tel:(011-886-2) 713-7268
 Fax:(011-886-2) 712-7244
 Contact: Mr. David Wong

THAILAND

The fisheries and aquaculture industries are particularly important for Thailand. In 1992, Thailand imported fish and fish products which totalled approximately \$870 million (US\$). Major species imported were tuna, skipjack, salmon, shrimp, prawn and mackerel. Most of the imported tuna, skipjack and salmon was imported for the purpose of canning and was then exported to other markets.

Apart from importing for the purpose of canning, market potential does exist for fresh salmon, trout and other seafood products. Although the market size is presently small, Thailand is considered to be a growing market in the importation of fish products.

Siam Food Services
 2439 Old Paknam Railway Rd
 Bangkok 10110, Thailand
 Tel:(662) 249-1501
 Fax:(662) 249-7294
 Contact: Mr. Ron Armstrong
 Product: seafood

World Arabian Thai Intertrade
 61/179-180 Taveemite Hacienda,
 Rama IX Road,
 Huay Kwang, Bangkok 10310
 Thailand
 Tel:(662) 245-5311
 Fax:(662) 247-1865
 Contact: Barrie Quatermain
 Product: seafood

Choice Food (Thailand) Co.,
 595/10-11,Sukhumvit 33/1 Rd
 Bangkok 10110, Thailand
 Tel:(662) 258-0705
 Fax:(662) 258-5090
 Contact: Mr. Robert Coombes
 Product: seafood

Foodland Supermarket Co.,
 2675 Ladprao 95
 Bangkok 10310, Thailand
 Tel:(662) 530-0220
 Fax:(662) 539-0837
 Contact: Mr. Edwin Lim
 Product: seafood

Villa Supermarket Company
 591/1 Soi Daengudom
 Sukhumvit Road
 Bangkok 10110, Thailand
 Tel:(662) 258-5072
 Fax:(662) 259-1077
 Contact: S. Phoorkasem
 Product: seafood

Thai Union Manufacturing Co.,
 28-32 Yukol Road, Phomprab
 Bangkok 10100, Thailand
 Tel:(662) 224-9850
 Fax:(662) 224-0973
 Product: seafood

Unicord Co., Limited
 #404, Phyathai Road, Patumwan
 Bangkok 10330, Thailand
 Tel:(662) 216-0200
 Fax:(662) 216-1468
 Product: tuna

Pattaya Food Industries Co.,
 #728/69,
 Ratchadapisek Road
 Yannawa
 Bangkok 10120,
 Thailand
 Tel:(662) 295-2640
 Fax:(662) 295-3318
 Contact: Mr. Pinyo Cheepwan
 Product: tuna

Ta Kong Food Industrial Co.,
 1668/78,
 Charoenkrung Road
 Bangkok 10120,
 Thailand
 Tel:(662) 211-1120
 Fax:(662) 212-4319
 Contact: Y. Pibuldhhanapatana
 Product: tuna

Chotiwat Manufacturing Co.,
 59/22-23 Charoenkrung 65
 Yannawa
 Bangkok 10120
 Thailand
 Tel:(662) 211-5014
 Fax:(662) 212-4971
 Contact: J. Chotiwatanaphan
 Product: tuna

CANADIAN EMBASSY
 138 Silom Rd,
 P.O. Box 2090
 Bangkok 10500, Thailand
 Tel:(011-66-2) 237-4126
 Fax:(011-66-2) 236-7119
 Contact: Thawee Thaiprasithiporn

TURKEY

Turkey has a population of 60 million with an annual growth of approximately 2.4 %, has an annual domestic catch of approximately 450-500,000 tons and 80% of the annual fish caught is caught in the Black Sea. Anchovies account for 50% of the annual catch and the other major varieties caught are; turbot, mackerel, seabass, bonito, blue fish, sole, mullet and sardines.

Turkey's annual fisheries production has been declining since the mid 1980's at a rate of 2-3% a year. Annual per capita fish consumption is estimated to be between 4-5 kgs. Major fish and seafood exporters to Turkey are the United States, France, Norway, Netherlands, Switzerland, Germany and Greece. The total annual quantity of seafood imports to Turkey is about 20-25,000 tons.

AZK INS. TIC. VE SAN. LTD.

Bugday SOK. NO. 9,
Kavaklıdere 06700,
Ankara
Turkey
Tel: 90-312-468 2880
Fax: 90-312-427 8050
Contact: Mr. Ali Ziver Karacay
Product: lobster

PINAR DENIZ UURULERI A.S.

Sehit Fethibey
Cad. No. 120,
Alsancak 35210,
Izmir
Turkey
Tel: 90-232-422 1985
Fax: 90-232-422 0914
Product: tuna, fish

DENCOM

Istanbul
Turkey
Tel: 90-212-543 7711
Fax: 90-212-570 3783
Product: fresh, chilled, frozen, tuna, fish, shrimps, octopus, squid, lobster, turbot

AMBER DIS TIC. LTD. STI.

Gazi Blv.
No. 30/2, Izmir
Turkey
Tel: 90-232-425 5463
Fax: 90-232-489 0382
Product: fresh, chilled, frozen, lobster, sole, fish, mackerel, squid, turbot, bonito

AKDAG LTD. STI.

Musir Dervis Ibrahim Sok.
No. #24/5,
Esentepe,
Istanbul,
Turkey
Tel: 90-212-272 7206
Fax: 90-212-267 1926
Product: lobster

DARDANEL GIDA SAN. A.S.

Ziya Gokalp Cad. No. 19,
Kucukcekmece,
Istanbul
Turkey
Tel: 90-212-580 2887
Fax: 90-212-579 0495
Product: lobster, tuna, turbot

KEREVITAS GIDA SAN./TIC.

Fabrikalar cad. No. 11,
Mahmutbey 34550,
Istanbul
Turkey
Tel: 90-212-550 2550
Fax: 90-212-550 2560
Product: lobster, tuna, fish

AKUAMAR SU URUNLERİ PAZ. VE

TIC. LTD. STI.
Zeytinoglu Cad.
Murat sok. Sevda, apt. No 6/5
Akatlar,
Istanbul, Turkey
Tel: 90-212-270 1229
Fax: 90-212-280 2974
Product: lobster, tuna, fish, mackerel, bonito, turbot, squid

GOK-TIG DIS TIC. LTD. STI.

Gunesli Kavsgagi,
Kocman Cad. Metro Binasi,
Ofis Kati, Gunesli, Bakirkoy,
Istanbul,
Turkey
Tel: 90-212-550 6060
Fax: 90-212-550 6090
Product: canned fish, smoked salmon, squid

ROCK DIS TIC. LTD. STI.

18/14 Buyukdere cad. Sisli,
Istanbul,
Turkey
Tel: 90-212-231 1652
Fax: 90-212-247 5287
Product: fresh, frozen, mackerel, turbot, lobster

DEMIRER KABLO TESILSERI SAN.

VE TIC. A.S.
Barbaros blv.
No. 49,
Preze Han Besiktas 80690,
Istanbul,
Turkey
Tel: 90-212-261 5163
Fax: 90-212-261 8486
Product: lobster

DOGAC IC VE DIS TIC. LTD.

Macka cad. No. 27/1
Macka, Istanbul,
Turkey
Tel: 90-212-241 2104
Fax: 90-212-241 7308
Product: lobster, mackerel

ADCO CO. LTD.
P.O.B. 48,
Bebek 80810,
Istanbul
Turkey
Tel: 90-212-223 0013
Fax: 90-212-223 0014
Product: lobster, smoked salmon

BERKE TER-YAT-MUS. SIG. HIZ.
Aksaray Cad. Omur Ishani
No. #4/303
Laleli, Istanbul, Turkey
Tel: 90-212-511 4805
Fax: 90-212-511 4804
Product: lobster, smoked salmon,
turbot

ENGINE SU URUNLERİ SAN. MAM.
Hizir Bey Camii Sok. No. 5,
Hoca Giyaseddin Mahallesi
Eminonu 34490, Istanbul, Turkey
Tel: 90-212-513 1742
Fax: 90-212-513 1743
Product: lobster, mackerel, tuna,
fish, turbot, bonito

CANADIAN EMBASSY
Nenehatun Caddesi 75,
Gaziosmanpasa,
06700 Ankara
Republic of Turkey
Tel: (011-90-312) 436-1275
Fax: (011-90-312) 446-2811
Contact: Mr. Can Ozguc

VIETNAM

The Canadian Embassy in Hanoi is currently unaware of any fish and seafood importing companies in Vietnam, but the Embassy will continue to monitor the situation.

CANADIAN EMBASSY
39 Nguyen Dinh Chieu Street
Hanoi,
Socialist Republic of Vietnam
Tel:(011-84-42) 65840
Fax:(011-84-42) 65837/26010
Contact: Mr. Robert McDowell

EUROPE



AUSTRIA

Austria has a relatively small fish consumption which is approximately 5.4 kg per capita, broken down to 3.4 kg fresh fish, 1.9 kg canned fish and 0.1 kg other. Although the Austrian market is relatively small it is stable and slightly increasing, especially for fish specialty products and the higher class/price products.

Agrichem Handels-GmbH.

Taborstr.24 a
A-1020 Vienna
Austria
Tel: 1-214 7597
Fax: 1-214 6364
Contact: Ms. Ruth Fuchs
Product: deep-frozen seafood

Cerny & Teklits
Fischgrosshandlg.
Treustr.84
A-1200 Vienna
Austria
Tel: 1-332 66440
Fax: 1-332 664419
Contact: Mr. F. Kusche, Owner
Product: all seafood, but canned

Fisch-Krieg OHG.
F.Hanuschpl.4
A-5020 Salzburg
Austria
Tel: 662-52134
Fax: 662-5394821
Contact: Mr. F. Hutzinger
Product: all seafood, but canned and smoked

Frisch & Frost Warenhandels-GmbH
Taubstummeng.5/1
A-1040 Vienna
Austria
Tel: 1-504 55880
Fax: 1-504 558837
Contact: Mr. Peter Sedmik
Product: various kinds, fresh, frozen and deep frozen

Frisch Fisch Imp. GmbH.
Franzensg.3
A-1050 Vienna
Austria
Tel: 1-569346
Contact: Mr. Kazian, Owner
Product: fresh fish

Gruber Hella
Naschmarkt Std 31
A-1040 Vienna
Austria
Tel: 1-563273
Contact: Mr. E. Gruber Jr.
Product: specialty fish and seafood products

Elfin-Hawlik GmbH.
Wegscheiderweg 27
A-4020 Linz
Austria
Tel: 732-836010
Fax: 732-85944
Contact: Mr. A. Brugger
Product: canned and smoked specialities

Hofman Marinaden
Muhlgraben 8
A-8773 Kammmern
Austria
Tel: 3844-6610
Fax: 3844-66636
Contact: Mr. E. Hofmann
Product: fresh, frozen and saltwater seafood

Kollmer, Hugo
Steing.25
A-1030 Vienna
Austria
Tel: 713 35 550
Contact: Ms. M. Eder, Owner
Product: marinades

Meltschock GmbH & Co KG
Neudorf 87
A-8410 Wildon
Austria
Tel: 3182-33770
Fax: 3182-337715
Contact: Mr. N. Entres, Owner
Product: saltwater fish, other seafood products

Neurauter Tief-Kuhlkost
Brunau 2, A-6433 Otz
Austria
Tel: 5266-621
Fax: 5266-137922
Contact: Mr. P. Neurauter, Owner
Product: all seafood except canned, deep frozen

Nordsee GmbH
Breitenfurter 164
A-1230 Vienna
Austria
Tel: 1-80120 515
Fax: 1-80120 518
Contact: Mr. A. Trybus (Unilever)
Product: fresh and saltwater fish

Ozean Fischkonserv
Ozeanstr.1-15
A-2463 Stixneusiedl
Austria
Tel: 2230-2610
Fax: 2230-2489
Contact: Mr. F. Pajor, Owner
Product: freshwater, deep frozen specialities

Promotex GmbH
Habsburgerg.10/7
A-1010 Vienna
Austria
Tel: 1-5338029
Fax: 1-5338029
Contact: Mr. Josef Fuchs
Product: canned, crustacean specialities

Salmo Salar Delika
Nonntaler Hptstr.2
A-5020 Salzburg
Austria
Tel: 662-891133
Fax: 662-891133
Contact: Dr. Grafinger, Owner
Product: canned, smoked

Schenkel & Sohn
 Hasenauerstr.4
 A-1190 Vienna, Austria
 Tel: 1-31088990
 Fax: 1-3102149
 Contact: Mr. M. Veselsky, Owner
 Product: specialty canned, frozen

Tiefkuhlkost GmbH
 Weinzierl 100
 A-3500 Krems, Austria
 Tel: 2732-65140
 Fax: 2732-74968
 Contact: Mr. R. Bauer, Owner
 Product: all Kinds of seafood

Unifrost GmbH
 Marchfelderstr.2
 A-2301 Gr. Enzersdorf
 Austria
 Tel: 2249-35350
 Fax: 2249-3898
 Contact: I. Lauermann (Unilever)
 Product: deep-frozen

Warhanek, C.GmbH
 Troststr.73-75
 A-1120 Vienna
 Austria
 Tel: 1-60415810
 Contact: Mr. N. Entres, Owner
 Product: canned

Daily Service Gmbh
 Breitenwiesenstr.1
 A-44881 Asten
 Austria
 Tel: 7224-67391
 Contact: Ms. E Strobl
 Product: distributor, deep frozen

Spitalsky, Karl
 Naschmarkt, Std 38
 A-1040 Vienna
 Austria
 Tel: 1-5877751
 Contact: Mr. K Spitalsky
 Product: wholesaler/retailer of
 crustaceans

Url, F. & Co GmbH
 Babenbergerstr.88
 A-8020 Graz
 Austria
 Tel: 316-9151750/316-9151757
 Contact: Mr. F Kapaun
 Product: wholesaler of canned
 seafood

Zumtobel, F.M. GmbH
 Wallenmahd 46
 A-6850 Dornbirn
 Austria
 Tel: 5572-309209/557-2309254
 Contact: Mr. Schuler
 Product: wholesaler/retailer, canned,
 smoked specialties

CANADIAN EMBASSY
 Schubering 10-12,
 A-1010 Vienna,
 Republic of Austria
 Tel:(011-43-1) 533-3691
 Fax:(011-43-1) 535-4473
 Contact: Mr. L. Nik Decrinis

BELGIUM

The current Belgian seafood market provides a broad range of opportunities, and Canadian exporters can play a very important role whenever they go adequately and wholeheartedly about their marketing in Belgium. Since the market has become increasingly volatile, opportunities for market penetration not only focus on the importers. Purchasers for the main food chains and for the specialized frozen food processing companies are currently looking into expanding into new varieties of seafood, or trying to substitute traditional suppliers in the market. While many opportunities are opening up for Canadian exporters due to the changing product awareness of Belgian consumers, this market can only be tackled efficiently if exporters are willing to adjust to the typical requests of the Belgian customers. As European taste is different, exporting companies must follow a marketing approach that is completely different from that used in the North American market.

Traditionally, Canadians have been supplying salmon and lobster to the Belgian market. However, both products are mainly in demand during the peak period of the end-of-year holiday season. The Belgian market generally has very few possibilities for stocking products in advance, so Canadian firms should take into account flexible delivery delays and therefore do part of the stocking themselves. It would also be preferable to perform the processing of salmon and lobster in Canada itself. This way, Canadian firms could enter at a further stage in the retail pyramid, achieving better economies of scale than their Belgian processing counterparts.

Next to the "traditional two" of Canadian seafood exports, a whole range of new opportunities lies in store for inventive exporting companies. This is already being proved by the success of the Canadian mussel in the Belgian market, which was traditionally very much geared towards the Dutch mussel. The sudden price increase of its Dutch counterpart created an extra incentive for Canadians to export their mussels, but even without the price argument, Canadian mussels still have a good competitive edge. Another product in which Canada definitely has a competitive edge is the production of oysters. In recent years, oyster consumption has become more generalized, and customers now purchase them during the entire season in the large food chains. Therefore, Canadian oysters could definitely add a new flavour, catering to a public that so far has not found its choice in the range offered.

Atka
 Purchasing: Mr. Jean Paul Dierckx
 Weversstraat 29
 B-1840 Londerzeel
 Belgium
 Tel: +32 52 30 26 36
 Fax: +32 52 30 36 74
 Product: importer

Colruyt
 Purchasing: Mr. Julien Van Roy
 Edingemsesteenweg 196
 B-1500 Halle
 Belgium
 Tel: +32 2 360 10 40
 Fax: +32 2 360 02 07
 Product: food chain purchaser

Cora
 Chaussée de Philippeville 219
 boite 8
 B-6010 Couillet, Belgium
 Tel: +32 71 36 12 75
 Fax: +32 71 43 08 62
 Product: food chain purchaser

De Bacquer
 Purchasing: Mr. Jean Ostoff
 Industrielaan 5
 B-1740 Ternat, Belgium
 Tel: +32 2 582 43 00
 Fax: +32 2 582 08 24
 Product: importer

Delhaize De Leeuw-le Lion
 Purchasing: Mr. de Cooman
 d'Herlinckhove
 Osseghemstraat 53
 B-1080 Brussels, Belgium
 Tel: +32 2 412 21 11
 Fax: +32 2 412 21 94
 Product: food chain purchaser

Gabriel
 Purchasing: Mr. Gerard Bruck
 Ligneuville 117
 B-4960 Bellevaux-Ligneuville
 Belgium
 Tel: +32 80 57 03 71
 Fax: +32 80 57 07 46
 Product: importer

GB-Inno-BM Coordination Center
 Dambordstraat 26
 B-1000 Brussels
 Belgium
 Tel: +32 2 729 21 11
 Fax: +32 2 242 00 10
 Product: food chain purchaser, fish and seafood

Geens Haringrokerij
 Groot Veerle 3
 B-2960 Sint Lenaarts
 Belgium
 Tel: +32 3 313 81 34
 Fax: +32 3 313 81 38
 Product: processor

Hottlet Pierre
 Purchasing: Mr. Olivier Hottlet
 Heiveldekkens 4
 B-2550 Kontich
 Belgium
 Tel: +32 3 458 20 10
 Fax: +32 3 458 20 80
 Product: importer

Huysseune
 Purchasing: Mr. Eric Vandelanotte
 Vismijnstraat 30
 B-8380 Zeebrugge, Belgium
 Tel: +32 50 54 41 41
 Fax: +32 50 54 73 01
 Product: importer

La Provencale
 Purchasing: Mr. Schmit/Mr. Struder
 Zone Industrielle de Granbusch
 Leudelange, Luxembourg
 Tel: +35 2 49 89 91
 Fax: +35 2 89 89 833
 Product: importer

La Couronne Rokerij
 Purchasing: Mr. Jos Boels
 Zandvoordestraat 446
 B-8400 Zandvoorde, Belgium
 Tel: +32 59 70 13 24
 Fax: +32 59 50 90 93
 Product: processor

Lei-Agricultural Economic Institute
 Manhattan Center
 Bolwerklaan 21
 B-1210 Brussels, Belgium
 Tel: +32 2 211 72 11
 Fax: +32 2 211 73 19
 Product: trade association

Makro
 Purchasing: Mr. Fortems
 Bisschoppenhoflaan 643
 B-2100 Deurne, Belgium
 Tel: +32 3 360 06 11
 Fax: +32 3 325 43 82
 Product: food chain purchaser

McCain Foods Belgium
 Nijverheidsstraat 2
 B-2280 Grobbendonk,
 Belgium
 Tel: +32 14 50 82 11/32 59 32 04 81
 Fax: +32 14 50 03 01
 Product: processor

Morubel
 Hendrik Baelksaai 38
 B-8400 Oostende,
 Belgium
 Tel: +32 59 32 28 68
 Fax: +32 59 32 46 60
 Product: importer

Nopri
 Zilverstraat 8
 B-1000 Brussels, Belgium
 Tel: +32 2 212 81 55
 Fax: +32 2 212 84 00
 Product: food chain purchaser, fish
 and seafood

Pieters Visbedrijf
 Purchasing: Mr. Leo Verheyen
 Kolvestraat 4
 B-8000 Brugge, Belgium
 Tel: +32 50 32 05 11
 Fax: +32 50 31 98 52
 Product: importer

Pvba Christiaens
 Kraakstraat 9
 Transportzone
 B-8380 Zeebrugge, Belgium
 Tel: +32 50 54 51 37
 Fax: +32 50 54 77 65
 Product: importer

Sarma NV
 Purchasing: Mr. Maurice
 Boisdenghien
 Zilverstraat 8
 B-1000 Brussels, Belgium
 Tel: +32 2 212 81 11
 Fax: +32 2 212 84 00
 Product: food chain purchaser

**Unilever Belgium Coordination
 Center**
 Purchasing: Mr. Peter Verschelde
 Montoyerstraat 51
 B-1040 Brussels, Belgium
 Tel: +32 2 516 75 11
 Fax: +32 2 516 76 43
 Product: processor

United Foods
 Purchasing: Mr. Willy Waeyaert
 Prinses Elisabethlaan 31
 B-8450 Bredene, Belgium
 Tel: +32 59 32 20 42
 Fax: +32 59 32 20 80
 Product: importer

Van Den Abeele Brugge
 Pathoekeweg 68
 B-8000 Brugge, Belgium
 Tel: +32 50 31 51 41
 Fax: +32 50 31 40 59
 Product: importer

Vandermaesen
 Dr. Vanderhoeydonckstraat 22
 B-3560 Lummen, Belgium
 Tel: +32 13 52 11 27
 Fax: +32 13 52 13 36
 Product: importer

CANADIAN EMBASSY
 2, avenue de Tervuren
 1040 Brussels,
 Kingdom of Belgium
 Tel:(011-32-2) 735.60.40
 Fax:(011-32-2) 732.67.90
 Contact: Mr. Francis Keymolen

CZECH REPUBLIC AND SLOVAKIA

Czech and Slovak Republics are going through a complete transformation of their economies. As a result, the state-owned chain of fish processing companies, RYBENA, is being privatized and new private import companies are being established. As both the Czech and Slovak republics are inland, all seafood has to be imported. It is estimated that in 1993 the import of seafood and seafood products amounted to 20-23 thousand tons, in the Czech Republic (8-10 th. tons of herring fillets, 2-3 th. tons of mackerel and mackerel fillets and 8-10 th. tons of hake and saithe).

Imports to the Slovak Republic amounted to 10-12 thousand tons. For both countries the main import sources were Germany, Norway, Denmark, Holland, Ireland, Scotland, Canada, Poland and states of the former Soviet Union. Imports in last three years dropped considerably compared to 1990 or previous years. This was caused by a major increase of retail prices of fish products on the local market as government subsidies were eliminated. Nevertheless the situation has been stabilized and imports of seafood have started to grow again (especially in Slovakia).

The largest Czech importer of frozen seafood is Rybena Fish Trading and the largest Slovak importer is Radoma. The main imported seafood species are; herring, herring fillets, mackerel, mackerel fillets, hake, saithe and also small quantities of cod, halibut, tuna, salmon, shark, shrimps and lobster.

Rybena/Fish Trading s.r.o.

Tusarova 58
170 00 Praha 7 - Holesovice
Czech Republic
Tel: 0042-2-66710136
Fax: 0042-2-809135
Contact: Ing. J. Horejsi
Product: frozen seafood

Euro Frigo Praha s.r.o.

Ovci hajek 2355/68
155 00 Praha
Czech Republic
Tel: 0042-2-5614343/5614344
Fax: 0042-2-5614346
Contact: Mr. Prokop
Product: frozen fish, herring

Fishcentrum

Podolska 16
140 00 Praha 4, Czech Republic
Tel: 0042-2-461681/463143
Fax: 0042-2-463133
Contact: Ing. Vaclav Blaha
Product: frozen seafood

Intersug

Evropska 178
160 67 Praha 6
Czech Republic
Tel: 0042-2-336-2912/3250/70
Fax: 0042-2-336-3418
Contact: Ing. Jan Meduna
Product: frozen fish

Maritime

Liborova 10
169 00 Praha 6 - Brevnov
Czech Republic
Tel: 0042-2-352705/1448/3104
Fax: 0042-2-351026
Product: salmon, tuna, shark,
halibut, turbot, plaice, shrimps,
lobster

Allfrost a.s.

Senovazne nam. 8
112 64 Praha 1
Czech Republic
Tel: 0042-2-24222906
Fax: 0042-2-24216744
Contact: Ing. Ant. Slaby
Product: frozen seafood

Domino

Skabova 3057
106 00 Praha 10, Czech Republic
Tel: 0042-2-752764
Fax: 0042-2-752764
Contact: Mr. Pavel Domkar
Product: seafood

Animalco Co. Ltd.

Na Kocince 3
160 00 Praha 6, Czech Republic
Tel: 0042-2-24310138/3111266
Fax: 0042-2-24310198/3112283
Contact: Mr. B. Riha, Director
Product: seafood

Raska, spol. s r.o.

nam. Miru 551
739 61 Trinec
Czech Republic
Tel: 0042-659-24824/22478
Fax: 0042-659-20922/25839
Product: seafood

Rybena Bohumin a.s.

Ostravaska 298
735 87 Bohumin
Czech Republic
Tel: 0042-6992-2651/52/53
Fax: 0042-6992-2441
Product: seafood

C. Olsen

ul. Pod Habrovou 13
152 00 Praha,
5 - Barrandov
Czech Republic
Tel: 0042-2-546554
Fax: 0042-2-547873
Contact: Mrs. Cervenkova
Product: seafood

Mcat Ltd.

Radnicka 40
301 17 Plzen
Czech Republic
Tel: 0042-19-226826
Fax: 0042-19-225872
Product: fresh, frozen, fish and
seafood products

Nama Prague
c/o Hotel Pariz
U Obecniho domu 1
110 00 Praha 1, Czech Republic
Tel: 0042-2-2369304/24222151
Fax: 0042-2-24231229/2365948
Contact: Mr. Anthony Brandejs
Product: seafood

Pol Moravia spol. s r.o.
Mistecka 258
720 00 Ostrava - Hrabove
Czech Republic
Tel: 0042-69-3624
Fax: 0042-69-354365
Contact: Paul Kvita, Director
Product: canned fish

Colin Ross Distributors Inc.
J. Ryby 58
323 22 Plzen
Czech Republic
Tel: 0042-19-521783
Fax: 0042-19-521783
Contact: Mr. J. Novak
Product: canned fish

Radoma s.r.o.
Mlynske Nivy 61/A
820 06 Bratislava 26
Slovak Republic
Tel: 0042-7-215806/65461
Fax: 0042-7-61607/65461
Contact: Ing. Ivan Skopec
Product: seafood

Tatra Progress, spol. s r.o.
nam. Svateho Egidia 95
058 01 Poprad
Slovak Republic
Tel: 0042-92-62102/61979
Fax: 0042-92-61979
Product: seafood

CANADIAN EMBASSY
Commercial Division
Na Petynce 120,
169 00 Prague 6,
Czech Republic
Tel:(011-42-2) 357-685/785/892
Fax:(011-42-2) 355-476
Contact: Mrs. I. Boldova

DENMARK

Denmark is the world's 10th largest fisheries nation but the 3rd largest fisheries exporter. In times of falling EU quotas and catches, it relies heavily on imports, both fresh from neighbouring countries and frozen from Canada to keep its own processing factories running and maintain this export status. Products from Canada destined for industrial processing enter the EEC at generally low tariffs. Denmark is equally as trade dependent as Canada, and concentrates its focus on high quality, well presented processed products to niche markets primarily within the EEC, but also worldwide. Principal Canadian products sought by Danish importers are: shrimp shell on iqf and peeled iqf; salmon-Pacific, frozen for smoking and pickling; lumpfish roe (in brine) for quote caviar unquote; lobster-live and frozen; Greenland halibut (for smoking and pickling; cod (if available); and other under utilized species including eel, scallops (roe-on) and speciality up-market fish such as monk-fish.

Abba Seafood A/S
 Sundsholmen 12, po box 199
 9400 Noerresundby, Denmark
 Tel: 99 36 30 50
 Fax: 98 17 29 22
 Contact: Mr. Poul Laursen
 Product: fish, herring

Amanda-Konserves "555" K/S
 Kastanievej 4 Postboks 29
 5300 Kerteminde, Denmark
 Tel: 65 32 15 55
 Fax: 65 32 40 62
 Contact: Mr. Gunnar Jacobsen
 Product: fish roe, fish

Angly Fisk Aps
 Kanalvej 3
 3250 Gilleleje, Denmark
 Tel: 48 30 21 21
 Fax: 48 30 36 37
 Contact: Mr. Morten Angly
 Product: fish, salmon, chum

Anthonisen, P. A/S
 Havnen, P.O. Box 10
 9990 Skagen, Denmark
 Tel: 98 44 22 22
 Fax: 98 44 32 66
 Contact: Mr. P. Anthonisen, Director
 Product: fish, herring

Aris Seafood A/S
 Industriej 24
 6740 Bramming, Denmark
 Tel: 75 10 10 33
 Fax: 75 10 14 64
 Contact: Mr. Haakon Fagervoll
 Product: fresh, frozen, fish, salmon, scallops, shrimp, prawns, whitefish, groundfish

Aurora A/S
 Havdigevej
 6700 Esbjerg, Denmark
 Tel: 75 13 26 00
 Fax: 75 12 92 87
 Contact: Mr. Uffe Laursen
 Product: hake, Perch, pollock, sole

Beltfish, Aaroesund Filetfabrik Aps
 Aaroesund Havn 14
 6100 Haderslev, Denmark
 Tel: 74 58 44 66
 Fax: 74 58 41 88
 Contact: Mr. Jørgen Blom
 Product: cod, eel, fish roe, fish, lobster, mackerel, salmon

BK-Food A/S
 Herlev Hovedgade 195
 2730 Herlev, Denmark
 Tel: 42 84 62 33
 Fax: 42 84 67 70
 Contact: Mr. Bjarne Agergaard
 Product: lobster, shrimp, prawns

Caviar House Aps
 Aarhusgade 128G, Freeport
 2100 Copenhagen O, Denmark
 Tel: 35 26 00 99
 Fax: 35 26 24 66
 Contact: Mr. Josee Hansen
 Product: fish, shellfish, salmon

Christensen, Karl O. Aps
 Irisvej 8
 2970 Hoersholm, Denmark
 Tel: 45 76 35 86
 Fax: 45 75 45 40
 Contact: J. Hornstrup-Christensen
 Product: catfish, cod, crab, eel, fish, haddock, hake, halibut, herring

Cimbric Fiskekonserves A/S
 Jerupvej 726, Vogn
 9870 Sindal
 Denmark
 Tel: 98 93 04 44
 Fax: 98 93 04 66
 Contact: Mr. Paul L. Jensen
 Product: fish, lobster, salmon, shrimp, prawns, surimi

Dan-cod fish A/S
 Stenhuggervej 12-14
 6710 Esbjerg V
 Denmark
 Tel: 75 15 22 00
 Fax: 75 15 82 46
 Contact: Mr. Bent Nielsen
 Product: cod

De Danske Mejeriers Faellesindkoeb
 Halskov Tvaervej 33
 4220 Korsoer
 Denmark
 Tel: 58 35 02 02
 Fax: 53 57 21 01
 Contact: Mr. J.H. Laugesen
 Product: fish, shrimp, prawns, surimi

Elof Hansson A/S
 Toervestraede 3
 3450 Alleroed
 Tel: 42 27 08 22
 Contact: Mr. Preben Storm Petersen
 Product: fish

Espa Fillet Factory Ltd.
 Box 15, Havnen
 9370 Hals, Denmark
 Tel: 98 25 10 55
 Contact: Mr. Arvid Horn
 Product: cod, fish, haddock

Espersen A/S
Sydhavnen, P.B. 59
3700 roenne
Denmark
Tel: 56 95 21 11
Fax: 56 95 25 67
Contact: Mr. Henrik Espersen
Product: cod, haddock, pollock

Faroe Scan Seaproducts A/S
Frysehuskajen 10
P.O. Box 154
9850 Hirtshals, Denmark
Tel: 98 94 55 99
Fax: 98 94 54 99
Contact: Mr. Eydun Durhuus
Product: fish

FDB Dybfrost
Roskildevej 65
2620 Albertslund
Denmark
Tel: 43 86 43 86
Fax: 43 86 33 86
Contact: Mr. Klaus Bentzen
Product: fish, salmon

Feldthusen, Carl. B.
Vesterbrogade 2 D
1620 Copenhagen V
Denmark
Tel: 33 11 24 09
Fax: 33 91 24 09
Contact: Jesper Man Nielsen
Product: fish, lobster, salmon

Focus Trading
Avnsoevej 5
2820 Gentofte, Denmark
Tel: 31 65 41 27
Fax: 31 68 34 34
Contact: Mr. Joergen Olsen
Product: cod, crab, lobster

Fodeco A/S
Dianavej 11
7100 Vejle, Denmark
Tel: 75 83 33 33
Fax: 75 83 33 41
Contact: Mr. Jens Uth
Product: catfish, fish, hake, halibut, salmon, Scallop Meat, shrimp, prawns

Food Mark A/S
Frederiksgade 21
1265 Copenhagen K
Denmark
Tel: 33 13 12 14
Fax: 33 13 13 20
Contact: Mr. Poul Toerring
Product: cod, Shrimp and Prawn Meat

Frederiksvaerk Aaleeksport A/S
P.O. Box 4
3300 Frederiksvaerk
Denmark
Tel: 42 12 00 09
Fax: 47 77 03 70
Contact: Mr. Niels Priess
Product: eel, fish, salmon

Fredrich Deli
Rebslagervej 4
3770 Allinge, Denmark
Tel: 56 48 25 15
Fax: 56 48 25 16
Contact: Mr. Anthon Gunther Luken
Product: Seafood

Helge from Consultant
Violens Kvarter 5
2990 Nivaa
Denmark
Tel: 49 18 13 73
Fax: 42 24 15 25
Contact: Mr. Helge From
Product: Seafood

Iceberg Seafood Greenland A/S
Ved Stranden 7 C
P.O. Box 1303
9100 Aalborg
Denmark
Tel: 98 10 25 51
Fax: 98 10 25 18
Contact: Mr. Kjeld Soegaard
Product: fish, halibut, shrimp, prawns

Icebreaker A/S
Soroevej 84
4200 Slagelse, Denmark
Tel: 53 53 58 53
Fax: 58 50 07 18
Contact: Mr. Joergen Goetze
Product: salmon

Irma A/S
Korsdalsvej 101
2610 roedovre
Denmark
Tel: 43 86 38 22
Fax: 43 86 38 59
Contact: Mr. Jorgen Petersen
Product: fish, lobster

J O D Import I/S
Gl. Hellebaekvej 61A
3000 Helsingor
Denmark
Tel: 49 21 39 62
Fax: 49 21 39 30
Contact: Mr. Ove Daugaard
Product: crabs

Joergen Folmer Hansen
Hanebjergvej 4B
3210 Vejby
Denmark
Tel: 42 30 55 11
Contact: Mr. Folmer Hansen
Product: halibut

Joergen Thyrring
Bostamose, Oestrestr. 1 A
2930 Klampenborg
Denmark
Tel: 31 63 37 77
Contact: Mr. Joergen Thyrring
Product: fish, Game Meat

Juhl, J. Chr. A/S
Sdr Havnekaj 16,
P.O. Box 107
5300 Kerteminde
Denmark
Tel: 65 32 15 19
Fax: 65 32 42 19
Contact: Mr. Ole Levin Nielsen
Product: fish roe

Kangamiut fish Trade A/S
Slotsgade 21
9330 Dronninglund
Denmark
Tel: 98 84 23 11
Fax: 98 84 23 12
Contact: Mr. Niels Rasmussen
Product: fish roe, halibut, salmon, shrimp, prawns, turbot

Koebenhavns Fiskehal A/S
 Fisketorvet 11-15
 1561 Copenhagen V, Denmark
 Tel: 33 12 41 11
 Fax: 33 12 41 12
 Contact: Mr. Hans Thorsig
 Product: clams, crab Meat, fish, halibut, lobster, scallops, shrimp, prawns, Tuna

Koebenhavns Fisketorv A.M.B.A.
 Kalvebod Pladsvej 26
 1561 Copenhagen V
 Denmark
 Tel: 33 12 85 31
 Contact: Mr. Leif Kold
 Product: fish

Kongsbak Lassen A/S
 Kalvebod Pladsvej 26
 2300 Copenhagen S
 Denmark
 Tel: 33 12 95 66
 Fax: 33 15 67 65
 Contact: Jacob Kongsbak Lassen
 Product: lobster

Kurt Kallehauge A/S
 Fiskepakhus 21
 9990 Skagen, Denmark
 Tel: 98 44 68 00
 Fax: 98 44 63 82
 Contact: Mr. Kurt Kallehauge
 Product: catfish, cod, fish roe, fish, haddock, hake, halibut, herring, lobster, mackerel, pollock, salmon, scallops, shrimp, prawns, turbot

Larko International Ltd
 Mesterlødden 16
 2820 Gentofte, Denmark
 Tel: 31 65 48 00
 Fax: 31 65 49 87
 Contact: Mr. L. Kobberholm
 Product: cod, eel, fish roe, halibut

Larsen, Jens A
 Orionvej 20
 9900 Frederikshavn, Denmark
 Tel: 98 43 17 00
 Fax: 98 43 31 65
 Contact: Mr. Jens Larsen
 Product: fish, mackerel

Lykkeberg, P., A/S
 Fisketorvet 15
 1561 Copenhagen V
 Denmark
 Tel: 33 15 45 00
 Fax: 33 15 30 90
 Contact: Ms. Susanne Folmer
 Product: cod, herring, shrimp, prawns, surimi

Musholm Lax A/S
 Strandvejen 101, Reersoe Havn
 4281 Goerlev, Denmark
 Tel: 53 55 90 07
 Fax: 53 55 97 96
 Contact: Mr. Niels Dalsgaard
 Product: eel, fish roe, fish, hake, halibut, Perch, Pike, salmon

Naajaq Seafood Esbjerg A/S
 H E Bluhmesvej 30, Postboks 1319
 6701 Esbjerg, Denmark
 Tel: 75 13 88 55
 Fax: 75 12 18 19
 Contact: Mr. John Nielsen
 Product: shrimp, prawns

Norlax A/S
 Trindholmsgade 2-8
 Postboks 460
 6000 Kolding, Denmark
 Tel: 75 52 03 22
 Fax: 75 52 06 12
 Contact: Mr. Kasper Andreasen
 Product: fish, eel, salmon

Nowaco International A/S
 Kong Christians All 37
 Po Box 40
 9100 Aalborg, Denmark
 Tel: 98 13 41 33
 Fax: 98 13 47 88
 Contact: Mr. Steen D Pedersen
 Product: cod, halibut, pollock, turbot

Pacific salmon & Seafood
 Falstervej 19
 5800 Nyborg, Denmark
 Tel: 65 31 23 13
 Fax: 65 31 60 55
 Contact: Mr. Erik Graae Nielsen
 Product: hake, halibut, lobster, pollock, salmon, shrimp, prawns

Peter Holm A/S
 Ulsnaes 33
 6600 Graasten
 Denmark
 Tel: 74 65 11 50
 Fax: 74 65 28 20
 Contact: Mr. Sten Hansen
 Product: Capelin, hake, pollock, turbot, Greenland halibut

Rahbekfisk A/S
 Vesthavnen,
 Postboks 235
 7000 Fredericia
 Denmark
 Tel: 75 92 20 00
 Fax: 75 91 02 13
 Contact: Mr. Kurt Nielsen
 Product: cod, haddock, hake, cusk, pollock, salmon, shrimp, prawns, groundfish

roentved, Marius A/S
 Auktionsvej 20
 9990 Skagen
 Denmark
 Tel: 98 44 16 77
 Fax: 98 44 62 31
 Contact: Mr. Finn Justesen
 Product: fish, halibut, scallops, shrimp, prawns, turbot

Royal Greenland Seafood
 Hedelund 8, Glyngore
 7870 Roslev
 Denmark
 Tel: 97 73 10 44
 Fax: 97 73 16 77
 Contact: Mr. Knud V Hansen
 Product: catfish, cod, eel, fish, haddock, hake, halibut, lobster, mackerel, pollock, salmon, shrimp, prawns, turbot

Sas Service Partner
 Copenhagen Airport
 18 Kystvejen
 2770 Kastrup
 Denmark
 Tel: 32 32 44 08
 Fax: 32 32 40 80
 Contact: Mr. Bent Rodian Olsen
 Product: fish, lobster

Schimko Trading Aps
 Assensvej 3
 5400 Bogense, Denmark
 Tel: 64 81 15 00
 Fax: 64 81 18 82
 Product: mackerel, salmon, scallops, sole, trout, turbot, Greenland halibut

Schmidt Group I/S
 Noerregade 10
 3300 Frederiksbaerk, Denmark
 Tel: 42 12 36 89
 Fax: 47 77 17 07
 Contact: Mr. Carsten Nielsen
 Product: crabs, lobster, salmon, shrimp, prawns, turbot

Sejrbo & Son AB
 2359 Dymollan
 26400 Klippan, Denmark
 Tel: 435 15201
 Fax: 435 18400
 Contact: Mr. Hans J. Sejrbo
 Product: eel, fish

Sepio A/S
 Kildeskovsvej 86 A
 2820 Gentofte, Denmark
 Tel: 31 65 00 55
 Fax: 31 65 55 44
 Contact: Mr. Bo Bendixen, Director
 Product: crab meat, eel, fish, halibut, lobster, salmon, scallops, shrimp

Sirena A/S
 Kongevejen 71
 2840 Holte, Denmark
 Tel: 45 41 22 11
 Fax: 45 41 22 10
 Contact: Mr. Steen Riber, Director
 Product: catfish, haddock, hake, halibut, pollock, salmon, scallops

Sirena salmon Company A/S
 Pilevej 1, PO Box 116
 9530 Stoevring,
 Denmark
 Tel: 98 37 48 00
 Fax: 98 37 48 44
 Contact: Mr. Bo V. Larsen, Director
 Product: salmon

Skagerak Fiskeeksport A/S
 Sindalvej 5
 9850 Hirtshals, Denmark
 Tel: 98 94 11 00
 Fax: 98 94 48 22
 Contact: Mr. Birger Gade Soerensen
 Product: cod, halibut, herring, turbot

Taabbel & Co, P A/S
 Industribuen 3
 7730 Hantsholm, Denmark
 Tel: 97 96 16 77
 Fax: 97 96 13 49
 Contact: Mr. Lars Taabbel
 Product: pollock, shrimp, prawns

Thai-Den Aps
 Ravnsbjergvej 69
 8800 Viborg, Denmark
 Tel: 86 63 70 00
 Fax: 86 63 86 92
 Contact: Mr. Lars Klok
 Product: crab meat, lobster, salmon, scallops, shrimp, prawns

Tholstrup Aps
 Grabrodre Torv 11
 1154 Copenhagen K, Denmark
 Tel: 33 11 11 88
 Fax: 33 13 90 86
 Contact: Mr. Peter Tholstrup
 Product: clams, crabs, lobster, scallops, turbot

Thomsen, N B Aps
 Soeren Humbers Kaj,
 9990 Skagen, Denmark
 Tel: 98 44 55 44
 Fax: 98 44 18 55
 Contact: Mr. Niels Bjoern Thomsen
 Product: catfish, cod, fish, haddock, hake, pollock, turbot

Uhrenholt Fisk, F A/S
 Odensevej 11
 5500 Middelfart, Denmark
 Tel: 64 41 40 41
 Fax: 64 41 22 62
 Product: cod, fish, haddock, halibut, scallops, prawns, surimi, turbot

Vendelbo
 Moellevaenget 7
 Postbox 116
 2970 Hoersholm, Denmark
 Tel: 42 86 44 84
 Fax: 42 86 48 81
 Contact: Mr. Tom Vendelbo, Director
 Product: clams, lobster

Vendsyssels Denmark A/S
 Fisketorvet 37
 1561 Copenhagen V, Denmark
 Tel: 33 12 61 67
 Fax: 33 93 61 60
 Contact: Peter Bamberger, Director
 Product: crab, halibut, lobster

Werner Larsson Fiskeeksport A/S
 Galeasevej 3
 9990 Skagen, Denmark
 Tel: 98 44 10 00
 Fax: 98 44 62 07
 Contact: Mr. Eric Stensgaard
 Product: catfish, cod, fish, hake, halibut, mackerel, turbot

CANADIAN EMBASSY
 Kr. Bernikowsgade 1,
 DK-1105 Copenhagen K,
 Kingdom of Denmark
 Tel:(011-45-33) 12-22-99
 Fax:(011-45-33) 14-05-85
 Contact: Ms. Jade L. Neergaard

FINLAND

Finns are among the largest consumers of fish per capita in the world, 20 kg per person on average. In 1992, Finland imported 30,000 tons of fish and seafood products or approximately 30% of total consumption, in comparison Finland exported 2,200 tons in 1992. The main domestic catch is Baltic herring, a degenerated form of the Atlantic herring, which is the basic fish diet in Finland, allowable catch is 100,000 tons per year. To protect its own fishing industry, Finland has restricted imports on species which compete with the domestic catch of salmon related species and baltic herring. Other ocean caught fish can be imported without a permit but the demand is limited to cod and flatfish which are only imported in minor quantities. Importation of fish fillets, fresh or frozen, are free of limitations. Import duties for fresh or frozen fish vary between 1-5%, for canned fish 15% except for tuna and mackerel 7.5%. All imported fish and fish products are liable to inspection by the Customs Laboratory for freshness and contamination, these inspections are quite strict and rejections have occurred for Canadian fish.

Inex Partners Oy
Fleminginkatu 34
00501 Helsinki
Finland
Fax: 358-0-1884233
 Product: wholesale and retail chain stores

Kesko Oy
Satamakatu 3
00160 Helsinki
Finland
Fax: 358-0-661185
 Product: wholesale and retail chain stores

TUKO Spar Oy
Työpajankatu 13
00500 Helsinki
Finland
Fax: 358-0-6196157
 Product: wholesale/retail

Ab Chips Food
Verkkosaari
00500 Helsinki, Finland
Fax: 358-0-762420
 Product: specialty seafood

Arvo Kokkonen Oy
Tatatarisontie 1 A
00770 Helsinki, Finland
Fax: 358-0-384951
 Product: crustaceans, frozen

Bauckman Oy
21150 Röölä, Finland
Fax: 358-21-522350
 Product: cured herring

Oy Nordeko Ab
Munksnässtrand 45 B
00330 Helsingfors, Finland
Fax: 358-0-488478
 Product: various seafood

Partio Group
Astenajankatu 11
48770 Karhula, Finland
Fax: 358-52-77821
 Product: various seafood

TRIO Trading
Jänsimaantie 1
67800 Kokkola, Finland
Fax: 358-68-8226615
 Product: various seafood

Oy Merituote A. Sandin
10940 Hanko, Finland
Fax: 358-11-81234
 Product: frozen fish products

Hätälä Oy
Lapinrauniontie 3
90420 Oulu, Finland
Fax: 358-81-5521203
 Product: various seafood

CANADIAN EMBASSY
Pohjois Esplanadi 25B,
00100 Helsinki, Finland
Tel:(011-358-0) 171-141
Fax:(011-358-0) 601-060
Contact: Mr. Kari H. Valjakka

FRANCE

Overall access to the French market is identical to that of other EEC markets. It is based on strict sanitation procedures similar to the Canadian system, and on an average level of customs duties, which increases for processed products. Special procedures may exist for processed products. EEC regulations for labelling and composition may seem unusual to Canadian exporters.

The French usually purchase most of their lobster and crayfish during the year-end holidays. The market for live lobster is a growing one. Among frozen products, there is ample room for more diversification. The total market for live lobster in 1992 was 3,896 tonnes, of which 1,012 were directly from Canada. The market for frozen lobster, whole or in pieces, was 2,023 tonnes in 1992, all but two percent of which was Canadian.

Import duty on live of whole frozen lobster is eight percent. French consumption of salmon in all forms is increasing, but the Canadian share of the market has greatly declined. Of 87,326 tonnes in 1992, only 2,424 were from Canada. Main products imported are frozen crab meat, frozen shrimp, frozen scallops, frozen freshwater fish, frozen cod, other frozen and fresh sea fish.

One important point is the fact that supermarket distribution now plays a leading role in the sale of food products, including fresh and frozen seafood--over half of total food sales occur in superstores and supermarkets. Canadian companies may choose between three types of marketing: selling to a wholesaler, sometimes known as an importer, selling through an agent or selling direct to processors or purchasing pools.

Ready-to-sell products such as frozen salmon, frozen "popsicle" lobster and live lobster (during the Christmas holidays) are often sold directly to them or through a single intermediary in charge of importing. Negotiating with these powerful purchasing pools is always difficult and requires a cautious approach.

In addition to the species already mentioned, Canada can increase its sales by diversifying supply and developing species such as burbot and ray, which are popular in France but not in Canada.

Andre Ledun S.A.
13, Quai de la Vicomté
76400, Fecamp
France
Tel: 35 29 22 86
Fax: 35 29 95 73
Contact: M. François Ledun,
President
Product: seafood, fish, fresh, frozen,
chilled

Armoric S.A.
B.P. 37
29140, Rosporden
France
Tel: 98 64 72 72
Fax: 98 59 93 30
Contact: Mr. Pierre Bouloc,
President
Product: seafood, fish, fresh, chilled,
frozen

Barogel SA
17, rue de la République
B.P. 2502
13002, Marseille,
France
Tel: 91 91 92 60
Fax: 91 91 05 09
Contact: M. Christian Barone,
President
Product: seafood

BMR Saumon Fume
Rue Jean Chazy
Zone Portuaire Nord E., 69400
Villefranche sur Saone,
France
Tel: 74 62 37 61
Fax: 74 62 35 15
Contact: M. Vincent Keller,
President
Product: seafood

Canal S
Avenue de Champagne
Condette
62360, Pont de Brisques
France
Tel: 21 83 48 58
Fax: 21 83 57 10
Contact: M. Joseph Barbe,
President
Product: fish and seafood products,
fresh, frozen

Comigro-Geneco S.A.
29, rue Tronchet Esc. B
75008, Paris,
France
Tel: (1) 42 65 43 26
Fax: (1) 47 42 87 63
Contact: M. Jean-Max Martel,
President
Product: seafood

Compagnie d'Importation Boulonnaise 56, rue Ferdinand Buisson 62200, Boulogne sur Mer France Tel: 21 92 07 35 Fax: 21 31 13 95 Contact: M. Michel Bruchet, President Product: seafood	Damien de Jong S.A. #80, rue de la Plaine des Bouchers, B.P. #195 67022, Strasbourg Cedex France Tel: 88 79 34 34 Fax: 88 39 21 70 Contact: M. Bertrand De Jong Product: seafood	Giemse 9, rue des Halles 06400, Cannes, France Tel: 93 85 76 69 Fax: 93 99 40 73 Contact: M. Lepape Product: seafood
Compagnie Française des Surgeles S.A. Parc d'Activité de Limonest 52 Allée des Cèdres 69760, Limonest, France Tel: 78 47 57 57 Fax: 78 47 47 43 Contact: M. Norbert Coll Product: seafood	Davigel S.A. Zone Industrielle B.P. #41 76201, Dieppe, France Tel: 35 04 76 00 Fax: 35 40 14 31 Contact: M. Jean Louis Meuric Product: seafood	Gilles et Cie S.N.C. 3, rue des Claires Bât A5- Min Rungis 94519, Min Rungis France Tel: (1) 46 87 24 17 Fax: (1) 46 87 67 65 Contact: M. Michel Product: seafood, other specialty products
Corimplex- Socopa 40-42, Boul. Jean Jaurès, B.P. #204 92112, Clichy Cedex, France Tel: (1) 47 37 42 02 Fax: (1) 47 37 28 11 Contact: M. J. Personnier Product: seafood	Gelazur SA 455, Promenade des Anglais L'Arenas, B.P. #291 06024, Nice Cedex, France Tel: 93 18 07 05 Fax: 93 18 09 10 Contact: M. Roger Kourcia Product: seafood, fresh, chilled, frozen	Ifafood S.A. 38, Avenue de l'Opéra 75002, Paris France Tel: (1) 42 66 12 02 Fax: (1) 42 66 46 28 Contact: M. Patrick Brame, Import Contact Product: fish, seafood, frozen, chilled, fresh
Cuisimer S.A. Zone Industrielle de Blactot B.P. 530 50500, Carentan, France Tel: 33 42 73 00 Fax: 33 42 29 81 Contact: M. Hervé Lasseigne Product: seafood	Gelmur S.A. 207, rue des Margats B.P. 467 62206, Boulogne sur Mer Cedex, France Tel: 21 87 87 00 Fax: 21 87 87 87 Contact: M. J.-Marie Delperie Product: seafood	Interpral S.A. 38, rue du Louvre 75001, Paris France Tel: (1) 40 26 56 13 Fax: (1) 40 26 17 47 Contact: M. Zack Zerbib Product: fish, seafood, fresh, chilled, frozen
D.L. Seafoods 1 rue Karl Marx 78500, Sartrouville France Tel: (1) 39 13 89 90 Fax: (1) 39 13 83 97 Contact: M. Didier Lhoste Product: fish, seafood, other seafood products	Generale d'Importation S.A. 40, rue du Séminaire B.P. 430 94155, Rungis Cedex, France Tel: (1) 46 87 22 26 Fax: (1) 46 87 98 23 Contact: Armelle Ledru Product: seafood	Kermad S.A. Rond Point du Kervao B.P. 20 29490, Guipavas France Tel: 98 34 48 48 Fax: 98 30 58 85 Contact: M. Patrick Stempfel Product: seafood, fish, fresh, chilled, frozen

Labeyrie Robert S.A.
 Saint-Geours-de-Maremne
 40230, St Vincent de Tyrosse
 France
 Tel: 58 57 73 00
 Fax: 58 57 33 07
 Contact: M. J.P. Chevalier,
 Import Contact
 Product: seafood

Le Borvo S.A.
 Domaine de la Mothe
 Route de Beaumont, Chemilly
 89250, Seignelay, France
 Tel: 86 47 82 44
 Fax: 86 47 88 82
 Contact: M. Daniel Raymond,
 Import Contact
 Product: seafood

Legrand et Malo S.A.
 2 rue du Bastion
 B.P. 729
 76060, Le Havre Cedex
 France
 Tel: 35 42 03 67
 Fax: 35 21 67 79
 Contact: M. Alain Laviec,
 Import Contact
 Product: seafood

Marcel Baey
 31, rue Albert Lavocat
 B.P. 359, 62200,
 Boulogne sur Mer,
 France
 Tel: 21 83 62 00
 Fax: 21 87 24 85
 Contact: M. J.L. Couvois,
 Import Contact
 Product: seafood

Maryvex S.A.R.L.
 22, Boulevard Jean Pierre Calloch,
 Port de Pêche
 56100, Lorient,
 France
 Tel: 97 37 30 44
 Fax: 97 37 06 22
 Contact: M. Dominique Dischamps,
 Import Contact
 Product: seafood

Miko S.A.
 Rue Lamartine
 52111, Saint-Dizier Cedex
 France
 Tel: 25 07 35 35
 Fax: 25 07 34 00
 Contact: M. Joseph Ortiz,
 Import Contact
 Product: seafood

Mil'mer S.A.
 16 route de Bray-Dunes
 59114, Steenvoorde
 France
 Tel: 28 49 75 39
 Fax: 28 49 75 38
 Contact: M. Charles Hamille,
 Import Contact
 Product: seafood

National 1
 24, rue de Solférino
 62200, Boulogne sur Mer
 France
 Tel: 21 87 66 66
 Fax: 21 87 40 66
 Contact: M. Francis Charles,
 Import Contact
 Product: seafood

National Sea (Bretagne Export)
 14,
 Avenue de la Perrière
 B.P. 326
 56103, Lorient Cedex
 France
 Tel: 97 37 35 55
 Fax: 97 83 47 09
 Contact: M. Marcel Le Mentec,
 Import Contact
 Product: seafood

Norsea
 24, rue de Solférinorière
 62200,
 Boulogne sur Mer
 France
 Tel: 21 83 00 06
 Fax: 21 83 34 29
 Contact: M. Colasse,
 Import Contact
 Product: seafood

Pataya Foods U & P
 40 Rue des Vignobles
 78400,
 Chatou
 France
 Tel: (1) 39 52 35 45
 Fax: (1) 30 71 45 25
 Contact: M. Didier Leoncini,
 Import Contact
 Product: seafood

Pecheries de Fecamp SA
 Z.I. du District de Fécamp
 76400,
 Epreville - Fecamp
 France
 Tel: 35 10 25 25
 Fax: 35 10 25 36
 Contact: M. Jean York,
 Import Contact
 Product: seafood

Pomona S.A.
 21 rue du Pont Neuf
 75001, Paris
 France
 Tel: (1) 40 28 30 00
 Fax: (1) 40 28 31 41
 Contact: Madame Pierrette Quilly,
 Import Contact
 Product: seafood

Primel S.A. (Siege)
 Le Diben
 29228, Plougasnou
 France
 Tel: 98 67 81 22
 Fax: 98 67 82 02
 Contact: M. Raphael Di Sinno,
 Import Contact
 Product: seafood

Prodalux S.A.R.L.
 7 Boulevard du Bassin Napoléon
 62200, Boulogne sur Mer
 France
 Tel: 21 30 34 55
 Fax: 21 30 04 59
 Contact: M. Louis Causse,
 Import Contact
 Product: seafood, fresh, chilled,
 frozen

Produits de la Manche
Z.I. Babeuf, BP 75
76400, Fecamp, France
Tel: 35 27 74 83
Fax: 39 27 45 22
Contact: M. Van Velleghem
Product: seafood

Purdew et Associes S.A.R.L.
40, av. Guy de Maupassant
78400, Chatou, France
Tel: (1) 34 80 90 30
Fax: (1) 30 71 50 20
Contact: Mlle Evelyn Purdew
Product: seafood

Raymond Bunge, S.A.
28, Rue du Général de Gaulle
76310, Sainte Adresse, France
Tel: 35 46 28 92
Fax: 35 46 73 16
Contact: M. Nicolas Bunge
Product: seafood

Reyns et Maurel Sarl (Ets)
15, rue du Louvre
75001, Paris, France
Tel: (1) 42 36 02 90
Fax: (1) 40 13 93 26
Contact: M. Bernard Maurel
Product: seafood

CANADIAN EMBASSY
35, avenue Montaigne,
75008 Paris,
France
Tel: (011-33-1) 44.43.29.00
Fax: (011-33-1) 44.43.29.98
Contact: Mr. Yannick Dheilly

S.A.S.
58 boulevard Gustave Roch
44061, Nantes Cedex 02,
France
Tel: 40 35 66 06
Fax: 40 35 66 59
Contact: M. B. Kerambrun
Product: seafood

S.C.A.B.
Lampaul Guimiliau
B.P. #133,
29402, Landivisiau,
France
Tel: 98 68 71 72
Fax: 98 68 69 01
Contact: M. Jacques Guivarch
Product: seafood

S.P.A.Y. (S.A.)
21, Quai de la Chapelle
85350, Ile d'Yeu,
France
Tel: 51 58 36 10
Fax: 51 58 75 88
Contact: M. J.B. Delpierre
Product: seafood

Saumon Pierre Chevance S.A.
59-61 rue de Picpus
75012, Paris,
France
Tel: (1) 43 43 40 30
Fax: (1) 43 07 62 27
Contact: M. Robert Chevance
Product: seafood

Skyfish/Skipper
71-73 avenue G. Politzer
78190, Trappes,
France
Tel: (1) 30 51 94 47
Fax: (1) 30 69 08 40
Contact: M. Cheron
Product: seafood

Soc. d'Etudes et de Comm.
87 avenue de la Grande Armée,
75016, Paris, France
Tel: (1) 40 66 14 17
Fax: (1) 45 01 71 36
Product: seafood

Sopal S.A. (Narvik)
Lestrevignon
29230, Landivisiau, France
Tel: 98 68 44 45
Fax: 98 68 33 13
Contact: M. Jaouen
Product: seafood

Spegal S.A.
rue Jean Pierre Clause
67300, Schiltigheim, France
Tel: 88 81 22 00
Fax: 88 62 32 57
Product: seafood

Thiol et Cie
4, rue Jacq. Bareu-Dubourg
B.P. 4, 53101,
Mayenne Cedex, France
Tel: 43 04 20 32
Fax: 43 32 07 81
Product: seafood

Volagel Import Export S.A.
87 av. de la Grande Armée
75016, Paris, France
Tel: (1) 40 67 75 50
Fax: (1) 40 67 75 60
Contact: Ms M. Josée Ferry
Product: seafood

Zarfdjian
2 rue de la Rucherie
77164, Ferrieres, France
Tel: (1) 64 66 35 03
Fax: (1) 64 66 35 06
Contact: M. J.P. Zarfdjian
Product: seafood

GERMANY

The demand for fish and fish products in Germany continues to grow. Fish consumption per capita has been steadily rising over the past few years, from 11.6 kg in 1983 to a record high of 14.8 kg in 1992, thus clearly exceeding the worldwide average per capita consumption of 13.3 kg. Total consumption, with 1.2 million tonnes in 1992, for the third time in a row exceeded the 1 million tonne level. Of this, over 80% was imported, making Germany a major market for suppliers of fish and fish products.

Over 80 percent of German households have freezers, and the number of microwave ovens reaches over one third of German homes. This has contributed to a big surge in the sale of frozen fish products, which in 1992 accounted for around 23% of all fish consumption.

Herring, in a variety of forms, is by far the most popular fish in the German market, with a share of 28.6 percent in 1992. Alaska pollock, which is the key ingredient in the frozen products sector, is in second place, with 14.3 percent in 1992 slightly down from 16 percent in 1990. This reduction is likely due to the rapid rise in price which has taken place, and German fish processors are keen on finding new whitefish substitutes (e.g., roundnose grenadier).

Cod had previously filled the place now occupied by Alaska pollock, but supply problems have driven it down to ninth place, at only 2.5 percent of the market. The third place is now occupied by saithe, followed by hake (9.2 percent compared to 6.1 percent in 1990), bonito, ocean perch, and mackerel.

Overall, there is a clear trend towards luxury fish and shellfish. Included in this category are lobster, shrimps, and prawns. Also part of this trend is the increase in salmon consumption, primarily from Norwegian waters, much of which is in the form of smoked products.

The main suppliers of the German market are Denmark, the Netherlands, Norway, Iceland and Poland. Most of these countries benefit from preferential access to the German market, either as a member of the European Community (EC) or as part of the European Free Trade Association (EFTA), thereby avoiding some of the high tariffs placed on certain processed fish products (e.g., between 20% and 25% on canned herring, mackerel, etc.).

Canadian exports to Germany of fish and fish products in 1992 amounted to \$US 37.5 million or just slightly over 1.8% of all German fish imports according to German statistics. These figures are relatively low, even in comparison to other European markets. In part it can be explained by the tariffs and seasonal quotas facing certain species of fish from Canada. But it is also attributable to the price-sensitivity of the German market: imports from Canada are influenced both by changes in the value of the dollar, and by the willingness of German processors to substitute cheaper varieties of fish in their products if relative prices are modified over time.

Be this as it may, there are still a number of good prospects in the German market for those Canadian suppliers of fish and shellfish able to offer a quality, carefully-sorted product. Although the competition for herring is intense, certain Canadian varieties and (larger) sizes are sought after by German processors. Similarly, while mackerel is relatively abundant in European waters, large Canadian hand-filleted mackerel is sought after. Ocean perch, an "underutilised species" in Canada, is one of the favourites of the German consumer.

German smokers also offer one of the few markets for dogfish bellyflaps. Finally, high and rising incomes make this country an excellent market for Canadian lobster, and offer good prospects for such luxury products as shrimp, shellfish or freshwater fish. At the same time, the less-affluent consumers of eastern Germany have served to reinforce demand for cheaper forms of fish.

A & P Warenhandel Gmbh Im Heidewinkel 7, 21449 Radbruch, Germany Tel: 04178-331/393 Fax: 04178-1417 Product: lobster canned, frozen lobster	Caspian Caviar Ardabili Gmbh Humboldtstr. 65 22083 Hamburg, Germany Tel: 040-2293056 Fax: 040-221035 Product: salmon roe	Ernst J.L. Franke Gmbh & Co. Abba GMBH, Grosse Elbstr. 141 22767 Hamburg, Germany Tel: 040-387784 Fax: 040-385867 Product: fresh, chilled, frozen, salmon
Anglo-Skandia Im-Und Export Gmbh & Comapny Gasstr. 18, 22761 Hamburg, Germany Tel: 040-896081-83 Fax: 040-8993999 Product: frozen cod, frozen dogfish, frozen groundfish, herring, fresh, frozen salmon	Caviar-Christensen Grosse Elbstr. 160 22767 Hamburg, Germany Tel: 040-3802180 Fax: 040-381298 Product: eels, salmon, salmon roe	Ernst Kratzenstein & Company Rothenbaumchaussee 58 20148 Hamburg, Germany Tel: 040-4411370 Fax: 040-4411370 Product: herring
Appel & Frenzel Gmbh Kieshecker Weg 40 40468 Dusseldorf, Germany Tel: 0211-41590 Fax: 0211-4159107 Product: salmon roe	Christian Goedecken Jr. Grosse Elbstr. 210 22767 Hamburg, Germany Tel: 040-389080 Fax: 040-38908110 Product: live lobster, salmon, salmon roe	Flamingo-Fisch Gmbh & Co. Fischereihafen Halle 8 Postfach 290165 27531 Bremerhaven, Germany Tel: 0471-79930 Fax: 0471-799369 Product: frozen cod, frozen groundfish
B. Essmann & Company Grosse Elbstr. 212 22767 Hamburg, Germany Tel: 040-381931 Fax: 040-3809343 Product: live lobster	CRUSTIMEX Seafood Import-Export Gmbh Grosse Elbstr. 133 22767 Hamburg, Germany Tel: 040-3802020 Fax: 040-38020254 Product: frozen cod, frozen groundfish, other frozen seafood products	Fr. Pedersen Grosse Elbstr. 152 22767 Hamburg, Germany Tel: 040-381617 Fax: 040-3892663 Product: live lobster
C. Lisner & Soehne In der Schenke 32 59192 Bergkamen, Germany Tel: 02306-84934 Fax: 02306-83102 Product: salmon roe	Duetsche See Van den Bergh Elbinger Platz 1 27512 Bremerhaven, Germany Tel: 0471-13235 Fax: 0471-13293 Product: live lobster	Friedrich Wilhelm Luebbert Gmbh Wittlingstr. 10 27572 Bremerhaven, Germany Tel: 0471-79900 Fax: 0471-7990191 Product: cod, frozen groundfish, herring
Carl Simonsen Elbchaussee 26 22765 Hamburg, Germany Tel: 040-391345 Fax: 040-3904169 Product: fresh, frozen, chilled, dogfish, herring	Erich Koenig Nordbahnstr. 10 13409 Berlin, Germany Tel: 030-491100 Fax: 030-4912000 Product: eels, salmon	Gottfried Friedrichs Borselstr. 26 22765 Hamburg, Germany Tel: 040-398280 Fax: 040-39828200 Product: eels, salmon roe

Heinz Boettcher
 President-Herwig Str.
 27451 Cuxhaven, Germany
 Tel: 04721-22004
 Fax: 04721-24058
 Product: herring

IFICO
 P.O. Box 290226
 27532 Bremerhaven, Germany
 Tel: 0471-979704
 Fax: 0471-979705
 Product: frozen cod, frozen
 groundfish

International Emporium
 Aussenhandels Gmbh
 Uhlandstr. 66
 22087 Hamburg, Germany
 Tel: 040-258001
 Fax: 040-258233
 Product: eels

Jorgen Christensen
 Papenstr. 32
 22089 Hamburg, Germany
 Tel: 040-2506004
 Fax: 040-2514295
 Product: eels, salmon roe

Karsten Hagenah
 Schnackenburgallee 8
 22525 Hamburg, Germany
 Tel: 040-8501065
 Fax: 040-857037
 Product: eels, lobster, salmon

L.G. Carrion & Co.
 Zimmerstr. 6
 22085 Hamburg, Germany
 Tel: 040-2202831
 Fax: 040-2278611
 Product: herring

Mövenpick Restaurantbetrieb
 Handelsgesellschaft
 Morikestr. 67
 70199 Stuttgart, Germany
 Tel: 0711-64690
 Fax: 0711-600140
 Product: freshwater fish

NORDSEE
 Deutsche Hochseefischerei
 27570 Bremerhaven, Germany
 Tel: 0471-130
 Fax: 0471-13400
 Product: frozen cod, frozen
 groundfish

Schreiber & Moll
 Klosterwall 4
 20095 Hamburg, Germany
 Tel: 040-331736
 Fax: 040-336637
 Product: fish, seafood

Stuehrk Delikatessen Import
 Krohnstieg 61
 22415 Hamburg, Germany
 Tel: 040-5313015
 Fax: 040-5319124
 Product: salmon roe

Thormahlen & Company
 Alte Landstr. 7
 22972 Gross Handssdorf,
 Germany
 Tel: 04102-63554
 Fax: 04102-65876
 Product: eels, salmon

CANADIAN EMBASSY
Friedrich-Wilhelm-Strasse 18,
53113 Bonn,
Germany
Postfach 12 02 40,
Tel:(011-49-228) 968-0
Fax:(011-49-228) 968-3904
Contact: Mr. Jens-Peter Otto

GREECE

Although Greece, except for its northern boundaries, is surrounded by sea, it is a net fish importer making it a good export market for Canadian fish species. Greek fish importers and agents have been in business for many years and have established good commercial ties with Canadian companies.

Major fish exporting companies in Canada are being represented in Greece very successfully and for some species, such as smoked herring and west salted cod, have managed over the years to obtain a good share of the market in spite of strong competition.

Cold storage facilities are ample in the Athens area and in other cities around Greece and transportation to final destination, no matter how far away from Athens, poses no problem. Greece is an attractive long-term market offering good potential for fish species, such as mackerel, herring, dogfish, hake, haddock cod roe, smoked herring, canned tuna as well as frozen and live lobsters.

Charalambopoulos S.A.
 39 Akti Dimeon
 Patra 263 33
 Greece
 Tel: 30-61-326770
 Fax: 30-61-340021/881-3672
 Contact: Mr. G. Charalambopoulos
 Product: wet salted cod, smoked herring, other seafood products

Saronis S.A.
 318 Syngrou Ave.
 176 73 Athens, Greece
 Tel: 30-1-321-1330
 Fax: 30-1-321-0633
 Contact: Mr. Andonis Pissas
 Product: smoked herring, wet salted cod

Motsenigos & Sons Co.
 Paleokastritsa,
 Corfu
 Greece
 Tel: 30-661-38813
 Fax: 30-661-34673
 Contact: Mr. Stefanos Motsenigos
 Product: frozen fish

Pavlidis S.A.
 15-17 Hadjikiriakou Str.
 185 37 Piraeus, Greece
 Tel: 30-1-451-9990
 Fax: 30-1-451-9990
 Contact: Mr. J. Pavlidis
 Product: canned fish

Elamer S.A.
 55 Posidonos St.
 175 62 Athens
 Greece
 Tel: 30-1-938-0200
 Fax: 30-1-938-2320
 Contact: Mr. G. Tzortzoglou
 Product: wet salted cod, smoked herring, other seafood products

Spam EPE
 2 Kroussouou Str.
 115 28 Athens
 Greece
 Tel: 30-1-724-8096/493-0759
 Fax: 301-723-2620
 Contact: Mrs. Peggy Manoussou
 Product: frozen fish, frozen seafood

Hadjipanagos S.A.
 70 Alimou Ave.
 174 55 Alimos,
 Athens
 Greece
 Fax: 30-1-995-4615
 Product: smoked herring, other smoked products

Prime Foods Ltd.
 62 El.Venizelou
 166 71 Glyfada Athens, Greece
 Tel: 30-1-962-5311
 Fax: 30-1-896-2398
 Contact: Ms. Deborah Philips
 Product: gourmet, smoked

Gaza Limited
 29 Ilision Str.
 Nea Kifissia
 145 64 Athens
 Greece
 Tel: 30-1-807-8006
 Fax: 30-1-807-2298
 Contact: Mr. H. Zafiriadis
 Product: smoked herring

Imperial Salmon House
 Canada-Hellas & Co. Ltd.
 72 Harilaou Trikoupi & Eressou Str.
 106 81 Athens, Greece
 Tel: 30-1-364-3974/364-7805
 Contact: Mr. Chris Antoniou
 Product: frozen/smoked salmon

Alfa Beta Vassilopoulos S.A.
 P.O.Box 60011
 15310 Gerakas, Attica
 Greece
 Tel: 30-1-661-2501
 Fax: 30-1-661-2675
 Contact: Mr. G. Anagnostopoulos
 Product: smoked, salted, canned fish products

Boston Importing Company S.A.
 200 Harilaou Trikoupi Str.
 14564 Kifissia, Athens
 Greece
 Tel: 30-1-800-0757
 Fax: 30-1-807-0307
 Product: live lobster

Isagoges Vakalaou S.A.
 5 Kapodistriou Str.
 185 31 Piraeus, Greece
 Tel: 301-417-8286
 Contact: Mr. G. Michailidis
 Product: wet salted cod, herring

D. Vassiliou S.A.
 226 Pireos Str.
 177 78 Tavros, Athens
 Greece
 Tel: 30-1-342-5211
 Fax: 30-1-346-2945
 Contact: Mr. D. Vassiliou
 Product: wet salted cod, herring

Rieco S.A.
 31-33 D. Gounari Str.
 Piraeus, Greece
 Tel: 30-1-413-0238
 Fax: 30-1 4114 757
 Contact: Mr. P. Bamidis
 Product: frozen fish

Bertzeletos S.A.
 2 Achileos Str.
 104 37 Athens, Greece
 Tel: 30-1-481-9531/482-5889
 Fax: 301-482-9242
 Contact: Mr. S. Faridis
 Product: salted, frozen fish

Papanikolaou S.A.
 6 Lykourgou Str.
 Piraeus, Greece
 Tel: 30-1-417-3038
 Fax: 30-1-417-3038
 Contact: Ms. V. Papanikolaou
 Product: agent; all seafood

K & A Saropoulos Ltd.
 83 Aristotelous Str.
 11431 Athens
 Greece
 Tel: (30-1)883-9989
 Fax: (30-1)883-7231
 Product: trading company for fish,
 fish hatcheries, and other seafood
 outlets

OCTUPUSSY Inc.
 7 Neof. Vamba Str.
 106 74 Athens
 Greece
 Product: lobster

CANADIAN EMBASSY
 4 Ioannou Ghennadiou Street
 115 21 Athens,
 Greece
 Tel:(011-30-1) 725-4011
 Fax:(011-30-1) 724-3994
 Contact: Mrs. Marianna Saropoulou

IRELAND

Ireland enjoys a fair degree of self-sufficiency in most fish varieties and in 1992 Irish fish exports were 183,000 tonnes (of which 134,000 tonnes were pelagic varieties). Irish fish imports in 1992 were approximately 37,000 tonnes, a fall of 7% on 1991 levels. Some 15,000 tonnes were imports of herring and mackerel from Great Britain and Northern Ireland for processing and re-export.

The balance of imports were destined mostly for the consumer market—notably frozen breaded battered fish sticks and fillets plus fish based ready meals. Imports of canned tuna declined considerably in 1992, whilst canned salmon (approximately 2,000 tonnes) held up. In addition, there are occasional purchases (from Canada) of frozen cod and herring. Per capita fish consumption in Ireland for 1991 was approximately 8.03 kilograms per annum.

Green Isle Foods Limited
 Station Road
 Boyle
 Co. Roscommon
 Ireland
 Tel: 353-79-62913
 Fax: 353-79-62915
 Product: frozen cod

Chamco Seafoods Limited
 Limerick Food Centre
 Raheen Industrial Estate
 Limerick
 Ireland
 Tel: 353-61-301893
 Fax: 353-61-301265
 Product: frozen coho salmon (for smoking)

Gallagher Bros Limited
 Killybegs
 Co. Donegal
 Ireland
 Tel: 353-73-31004
 Fax: 353-73-31509
 Product: herring

Beck Smith & Associates
 Bannow Road
 Cabra West
 Dublin 7.
 Ireland
 Tel: 353-1-380133
 Fax: 353-1-384644
 Product: canned salmon

Rene Cusack Limited
 Dock Road
 Limerick
 Ireland
 Tel: 353-61-317566
 Fax: 353-61-317121
 Product: herring

CANADIAN EMBASSY
Canada House,
65/68 St. Stephen's Green,
Dublin 2, Ireland
Tel:(011-353-1) 478 1988
Fax:(011-353-1) 478 1285
Contact: Mr. John Sullivan

ITALY

Italy's domestic catch was officially estimated at 355,000 tonnes in 1992, but in reality was probably closer to 500,000 tonnes. Domestic catches continue to decline, whereas consumption and thus imports (an estimated 598,000 tonnes in 1992) continue to rise.

Although the market is highly seasonal (summer months), with a strong preference for fresh product, acceptance of frozen fish continues to grow at a faster pace than that of the sector as a whole. Up to now the preference given to Mediterranean or warm water species and the relative ease of access to adequate supplies of traditional products from other European countries, has tended to limit interest in importing from Canada, except for certain well-introduced species/products which have unique characteristics (i.e. Pacific salmon for smoking, dried saltfish, live lobster, etc).

This situation is gradually changing as tastes come more into line with those of other European countries and fish product supplies from local and other traditional sources grow scarce.

Adriacoop S.C.R.L.
 Via Pigafetta
 63039 S.Benedetto Del Tronto
 Italy
 Tel: 0735-592159
 Fax: 0735-588664
 Product: fresh, frozen

Agras S.R.L.
 Piazza della Vittoria,
 #14/30
 16121 Genova (GE),
 Italy
 Tel: 010-586703
 Fax: 010-565779
 Contact: Dott. Romanengo,
 Product: frozen, canned

Alfa Surgelati S.R.L.
 Via Domenico Jachino, 10
 00144 Roma (RM),
 Italy
 Tel: 06-529.0705
 Fax: 06-529.3847
 Contact: Sig. G. Reggiani,
 Product: frozen

Alimenti Sud S.P.A.
 Via Domitiana Km. 31
 81030 Castelvolturno,
 Italy
 Tel: 0823-852161
 Fax: 0823-852981
 Contact: Sig. M. Cassese
 Product: fresh, frozen, chilled, dried,
 salted

**Alipes S.R.L. Rappresentanze
 Alimentari,**
 Via Villani 93
 00179 Roma (RM),
 Italy
 Tel: 06-7886991
 Fax: 06-7802758
 Contact: Sig. Marco Passoni,
 Import Contact
 Product: canned

Aloia Riccardo S.R.L.
 Corso Meridionale, 58
 80143 Napoli (NA),
 Italy
 Tel: 081-265546
 Fax: 081-5538256
 Product: salted

Alpina Carni S.N.C.
 Via G. Leopardi, 32
 36060 Romano D'ezzelino (VI)
 Italy
 Tel: 0424-35739
 Fax: 0424-34574
 Contact: Sig. Lino Lorenzato
 Product: smoked

Amati Riccione S.P.A.
 Via Maranello, 1/3
 40070 Coriano Di Rimini (FO)
 Italy
 Tel: 0541-657084
 Fax: 0541-657315
 Product: fresh, chilled, frozen,
 canned

Amati Sud S.P.A.
 Loc. Greppe di Pantano - Z.I.
 86039 Termoli (CB),
 Italy
 Tel: 0875-751501
 Fax: 0875-751751
 Product: fresh, chilled, salted, dried,
 frozen

Amoruso Import-Export S.P.A.
 Via Acquasalsa, 38
 80045 Pompei (NA),
 Italy
 Tel: 081-8501498
 Fax: 081-8501495
 Product: fresh, frozen, smoked,
 canned

Arca Import S.R.L.
 Via Amerigo Vespucci 9
 80142 Napoli (NA),
 Italy
 Tel: 081-5536094
 Fax: 081-260000
 Product: salted, smoked, canned,
 dried, brined

Ariete S.R.L.
 Via Bernardino Alimena, 32/40
 00173 Roma (RM),
 Italy
 Tel: 06-7233036
 Fax: 06-7970102
 Contact: Sig. G. Bizzarri,
 Import Contact
 Product: fresh, frozen, smoked

As.Ca. S.R.L. Via Pederanza Villanova 40055 Castenaso (BO) Italy Tel: 051-6053358 Fax: 051-6053043 Contact: Sig. Renzo Negri, Import Contact Product: fresh, chilled, frozen, fish, seafood	Bema S.P.A. Viale Brigata Bisagno, 10 16129 Genova (GE) Italy Tel: 010-55121 Fax: 010-5512405 Contact: Sig. Enio Viti, General Manager Product: canned	C.A.M. Conservificio Allev. Molluschi Via della Marittima 30015 Chioggia (VE) Italy Tel: 041-403130 Fax: 041-404411 Contact: Sig. Marinucci, Import Contact Product: fresh
Azzurra Pesca S.N.C. Di Orsini Largo Saluzzo 9/10 00182 Roma (RM) Italy Tel: 06-7017534 Fax: 06-7017646 Contact: Sig. N.O., Titolare, Import Contact Product: fresh	Berni Industrie Alimentari Via Statale, 467 42013 Casalgrande (RE) Italy Tel: 0522-849455 Fax: 0522-849490 Product: fresh, chilled, frozen, fish, seafood	C.P.L. Imperial S.P.A. C.P. 252 Via Tiburtina, 465 65100 Pescara (PE) Italy Tel: 085-51141 Fax: 085-50941 Contact: Camillo Pozzolini, Import Contact Product: salted, smoked, canned
Battistini Elviro S.R.L. Via Mazzini 123 47042 Cesenatico (FO) Italy Tel: 0547-80780 Fax: 0547-75156 Product: fresh, chilled, frozen, fish, seafood	Berselli Division Della Eurofood Via Privata Tacito 12 20094 Corsico (MI) Italy Tel: 02-44876 Fax: 02-4470027 Product: fresh, frozen, smoked, canned	Capri Blue Fish S.N.C. Via G. Melisurgo 4 80133 Napoli (NA) Italy Tel: 081-5510973 Fax: 081-5518987 Contact: Sig. C. A. Fagnano, , Import Contact Product: fresh, frozen
Bechini Adolfo Pescheria Via dei Lanaioli, 17 50047 Prato (FI) Italy Tel: 0574-23213 Fax: 0574-55161 Contact: Sig. Adolfo Bechini, Import Contact Product: fresh, chilled, dried, frozen, smoked	Blue Fish S.P.A. S.S. 630 Ausonia, km 29,500 (Localita' Penitro) 04023 Formia (LT) Italy Tel: 0771-36674 Fax: 0771-36724 Product: fresh, chilled, frozen, seafood, dried fish	Caterpanta S.R.L. Via Castellana 352 (Passo di Rigano) 90135 Palermo, Italy Tel: 091-311066 Fax: 091-311132 Product: fresh, frozen, chilled, dried, salted
Bellucci Franco & C. S.A.S. Via Staffette Partigiane 41100 Modena (MO) Italy Tel: 059-312002 Fax: 059-312430 Contact: Sig. F. Bellucci, Import Contact Product: fresh, chilled, frozen, dried, fish, seafood, crustaceans, molluscs, other products	Boscolo Sante S.R.L. Localita' Saloni 30015 Chioggia (VE) Italy Tel: 041-406027 Product: fresh, chilled, dried, frozen, fish, seafood	Clodiafrigo S.P.A. Via Brondolo 13 30015 Chioggia (VE) Italy Tel: 041-490222 Fax: 041-490441 Contact: Sig. P. Cardillo, Import Contact Product: fresh, chilled, frozen, fish, seafood

Co.Ge.Mar s.r.l.
Salita Fieschine,
#3/r
16122 Genova (GE)
Italy
Tel: 010-888936/7
Fax: 010-814551
Contact: Mr. J. Toomassian,
Import Contact
Product: fresh, frozen, smoked,
canned, dried, other seafood
products

Colle Oliva S.R.L.
Via Colle Oliva 10
00043 Ciampino (RM)
Italy
Tel: 06-7962532
Fax: 06-7961441
Contact: Sig. G. Proietti,
Import Contact
Product: fresh, frozen

Comimport Fish S.R.L.-F.LLI
Via Mugnano
Giugliano 2
80018 Mugnano Di Napoli
Italy
Tel: 081-7453322
Product: dried, smoked, salted,
canned

Consorzio Pescatori Di Goro
S.COOP.R.L.
Via A. Burgnoli 298
44020 Goro (FE)
Italy
Tel: 0533-793111
Fax: 0533-996454
Product: fresh, chilled, fish, frozen,
seafood

Copromar S.COOP.R.L.
Via del Faro, 380
00054 Fiumicino (RM)
Italy
Tel: 06-6580749
Fax: 06-6583232
Contact: Signora Matera,
Acquisti
Product: fresh, chilled, frozen, fish,
seafood

Coricelli Pietro Generale Alim.
Madonna di Lugo, 44
06049 Spoleto (PG)
Italy
Tel: 0743-49400
Fax: 0143-222254
Contact: Mr. A. Coricelli,
Import Contact
Product: salted, canned, fish,
seafood

Criscuolo Michele Prodotti Ittici
Via Sammartini 116
20125 Milano
Italy
Tel: 02-6698.2512
Fax: 02-6698.7227
Contact: Sig. M. Criscuolo,
Import Contact
Product: fresh

D. & C. Bologna S.P.A.
Via Nannetti, 1
40069 Zola Predosa (BO)
Italy
Tel: 051-755565
Fax: 051-6570170
Contact: Dott. Pasquale,
Import Contact
Product: smoked, canned, dried,
fish, seafood

Dab Italia S.P.A.
Via Castel Morrone, 28 R
16161 Genova Fegino (GE)
Italy
Tel: 010-406245
Fax: 010-407642
Product: smoked, canned, fish,
seafood

De Benedetti & C. S.N.C.
Darsena Sezione G n. 9
16126 Genova
Italy
Tel: 010-261350
Fax: 010-252030
Product: salted, dried, smoked,
canned, fish, seafood

De Langlade & Grancelli S.P.A.
Via Cairoli, 6/5
16124 Genova (GE)
Italy
Tel: 010-296473
Fax: 010-281556
Product: smoked, dried, fish,
canned, seafood

De Montis F. Imp/Exp Prodotti Ittici
Localita' Frutti D'Oro, 1
09012 Capoterra (CA)
Italy
Tel: 070-71632
Fax: 070-71632
Contact: Sig. F. De Montis,
Import Contact
Product: fresh, chilled, dried, frozen,
seafood, fish

De-Mar S.P.A.
Via degli Ongari 37
30018 Noale (VE)
Italy
Tel: 041-440848
Fax: 041-440848
Product: fresh, chilled, frozen,
specialty products

De.A.Mar. S.R.L.
Via Romea, 100/b - Rivà
45012 Ariano Polesine (RO)
Italy
Tel: 0426-79092
Fax: 0426-79181
Contact: Sig. M. De Agostini,
Import Contact
Product: fresh

Deamare S.R.L.
Via Brondolo, 3
30015 S. Anna Di Chioggia
Italy
Tel: 041-5540755
Fax: 041-5541137
Product: fresh, chilled, fish, seafood,
frozen

Delicius Di Rizzoli & C.
 Via Bruno BuoSSI, 14
 43056 San Polo
 Di Torrile
 Italy
 Tel: 0521-813525
 Fax: 0521-819721
 Contact: Sig. L. Rizzoli,
 Acquisti
 Product: fish, seafood, salted,
 smoked, canned, specialty fish and
 seafood

Dragoco Italia S.P.A.
 Via Lucchese Borghesano 24
 00146 Roma (RM)
 Italy
 Tel: 02-801116
 Fax: 02-8900383
 Contact: Sig. Maurizio Guida,
 Titolare
 Product: frozen, smoked, dried,
 canned, fish, seafood

Erre Tre Import S.R.L.
 Via Duca Ferrante
 d. Marra 14
 80136 Napoli
 Italy
 Tel: 081-7345001
 Fax: 081-7345001
 Product: fresh, chilled, frozen,
 seafood, fish

Esca S.R.L.
 Via Morosini 19
 #63039
 S. Benedetto Del Tronto (AP), Italy
 Tel: 0861-89621
 Fax: 0861-89626
 Product: fresh, frozen, chilled,
 seafood, fish, specialty fish and
 seafood products

Europesca S.P.A.
 Via Sammartini 71
 20124 Milano
 Italy
 Tel: 02-6604751
 Fax: 02-66982125
 Product: fresh, chilled, dried, frozen,
 seafood, fish

F.A.R.O. Pesca S.A.S.
 Via degli Aldobrandini
 #3/r
 00121 Lido Di Ostia (RM)
 Italy
 Tel: 06-5672519
 Fax: 06-5672529
 Contact: Sig. R. Bazzali,
 Import Contact
 Product: fresh

Felaco Aniello
 Ditta Individuale
 Via Bologna 5
 65100 Pescara
 Italy
 Tel: 085-294170
 Fax: 085-294170
 Contact: Sig. A. Felaco,
 Titolare
 Product: fresh, fish, seafood, other
 seafood products

Ferpesca S.R.L.
 Via Pacinotti, 22
 37136 Verona (VE)
 Italy
 Tel: 045-8200200
 Fax: 045-581346
 Product: fresh, chilled, frozen, fish,
 seafood

Fiorital S.R.L.
 Santa Croce 491
 Localita' Tronchetto
 30125 Venezia (VE)
 Italy
 Tel: 041-5238526
 Fax: 041-5203511
 Contact: Sig. Aldo Fiorotto,
 Import Contact
 Product: fresh, frozen, fish, seafood
 products

Fish Import S.N.C.
 Via Valprato 68
 10155 Torino
 Italy
 Tel: 011-2481404
 Fax: 011-851026
 Product: smoked, salted, canned,
 specialty seafood

Foca Di Fornasari & Catabriga & Company S.N.C.
 Via Turrini 8
 40012 Calderara Di Reno (BO)
 Italy
 Tel: 051-727415
 Fax: 051-727155
 Product: frozen, chilled, dried,
 smoked, canned

Foods Import-
 Fratelli Monti
 64010 Villa Rosa (TE)
 Italy
 Tel: 0861-77537
 Fax: 0861-751993
 Contact: Sig. Riccardo Monti
 Product: salted, canned, smoked,
 dried

Fredditalia International S.P.A.
 Via Isolabella
 58043 Castiglione Della Pesc
 Italy
 Tel: 0564-936254
 Fax: 0564-935314
 Product: fresh, chilled, frozen, fish,
 seafood

Frescomar S.R.L.
 Contrada Scariglia
 63037 Porto D'Ascoli (AP)
 Italy
 Tel: 0735-751316
 Fax: 0735-657616
 Product: fresh, frozen, fish, seafood,
 chilled, dried

Frigosud Termoli S.R.L.
 Zona Industriale
 Localita' Greppe di Pantano
 86039 Termoli (CB)
 Italy
 Tel: 0875-751502
 Fax: 0875-751751
 Product: fresh, frozen, other fish
 products

Frollanpesca S.R.L. Via Stefano Jacini, #14/#15 00191 Roma Italy Tel: 06-3294904 Fax: 06-3286863 Contact: Sig. A. Frollano, Titolare Product: frozen, various species, groundfish	Giolfo & Calcagno SPA 16158 Genova-Voltri (GE) Italy Tel: 010-636141 Fax: 010-636141 Product: fresh, chilled, frozen, fish, seafood	Ifc Purchasing & Coproduction Via della Nocetta 109 00164 Roma Italy Tel: 06-6664416 Fax: 06-6663240 Contact: Sig. Aldo Ausiello, Manager Product: fresh, chilled, dried, smoked, canned
Gadus S.R.L. Via Flaminia, 441 00196 Roma (RM) , Italy Tel: 06-3231840 Fax: 06-3231468 Contact: Dott. A. La Rocca, Import Contact Product: dried, salted, canned, cod, groundfish	Giovanni Battaglia Via Venezia 5 Casella Postale 2081 80100 Napoli Italy Tel: 081-7316135 Fax: 081-5731526 Product: salted, canned, fish, seafood	Igea Pesca Via Gradara 2 47041 Bellarai Igea Marina Italy Tel: 0541-347338 Fax: 0541-346268 Product: fresh, frozen
Gelomar S.R.L. Loc. La Valle 58043 Castiglione Della Pescaia (GR) Italy Tel: 0564-939062 Fax: 0564-939257 Product: fresh, frozen, other seafood products	Gismondi Enrico & Company S.P.A. Via Gramsci 73 C.P. 712 16126 Genova (GE) Italy Tel: 010-201936 Fax: 010-290693 Contact: Sig. Carlo A. Rizzi, Import Contact Product: salted	Il Corallo S.R.L. Via Lucchese Borghesano 24 00146 Roma (RM) Italy Tel: 06-5590238 Fax: 06-5586616 Contact: Dott. F. Morbidelli, Import Contact Product: fresh, smoked
Giacalone Matteo E C. S.R.L. Via Stefano, Turr #61 91026 Mazara Del Vallo (TP) Italy Tel: 0923-945603 Fax: 0923-933594 Product: fish, seafood, chilled, fresh, frozen	Gruppo Marr S.P.A. Mag. Alim. Ri. Riminesi Via Spagna, 20 47037 Rimini (RI) Italy Tel: 0541-746111 Fax: 0541-746244 Product: fresh, frozen, chilled, smoked, canned, dried, brined, other product types	Imexcoop. Mare S.Coop.R.L. Via Marsala, 19 60121 Ancona (AN) Italy Tel: 071-206340 Fax: 071-201962 Contact: Sig. M. Paolinelli, President Product: canned
Ginial S.R.L. Calata Villa del Popolo 80133 Napoli , Italy Tel: 081-265721 Fax: 081-265721 Product: salted, fish, seafood, smoked, canned, specialty seafood products	Icat Food S.R.L. Via Palestro, 2/5 16122 Genova (GE) Italy Tel: 010-298021 Fax: 010-205653 Product: smoked, canned, fish, seafood	Interindustria S.P.A. Zona Industriale Sant'Atto 64020 Sant'Atto (TE) Italy Tel: 0861-58446 Fax: 0861-587491 Contact: Sig. M. De Santis, Import Contact Product: fresh, frozen

Intermer S.C.S. #26 Bis, Boulevard Princesse Charlotte 98 000 Montecarlo (Francia) Italy Tel: 0033-93-305203 Fax: 0033-93-305204 Contact: Dott. A. Maroni, Acquisti Product: fresh, chilled, frozen, dried, fish, seafood	Ittica Etruria S.R.L. Via Roma 175 52025 Montevarchi (AR) Italy Tel: 0575-27045 Fax: 0575-27068 Product: fresh, frozen, fish, seafood products	Lobster S.R.L. Via del Faro, 34 80070 Bacoli (NA) Italy Tel: 081-5234487 Fax: 081-5234489 Contact: Sig. P. Longobardo, Dirigente Product: fresh
Intertraders S.P.A. Via Polleri, 3 16125 Genova (GE), Italy Tel: 010-290485 Fax: 010-281285 Product: smoked, canned, fish, seafood	Ittica Orsini S.R.L. Via Bruno Buozzi 10 65100 Pescara (PE) Italy Tel: 085-4213170 Fax: 085-4213586 Contact: Sig. Orsini, Presidente Product: fresh, frozen	Longarina Itticultura S.R.L. Via Pernier 19 00121 Lido Di Ostia (RM) Italy Tel: 06-5651034 Fax: 06-5657038 Product: fresh, chilled, fish, seafood, other products
Isumar S.R.L. Via Diodoro Siculo 30 20125 Milano (MI) Italy Tel: 02-66101719 Fax: 02-66102446 Contact: Dott. G. Defendanti, Import Contact Product: fresh, frozen	Ittimar S.P.A. S.S. Romea, Km 26 44029 Comacchio (FE) Italy Tel: 0533-327100 Fax: 0533-327272 Product: fresh, frozen, smoked, canned, seafood, fish	Longino & Cardenal Di R. Corradini S.A.S. Corso Nazionale 5 19100 La Spezia (SP) Italy Tel: 0187-516781 Fax: 0187-509124 Product: smoked, canned
Italgel S.P.A. Viale Mentana, 43 43100 Parma (PR), Italy Tel: 0521-7921 Fax: 0521-771591 Contact: Sig.a Gubellini, Acquisti Product: fresh, chilled, dried, frozen, fish, seafood	La Piemontese Via Levis 60 10050 Chiomonte (TO) Italy Tel: 0122-54102 Fax: 0122-54610 Product: fresh, frozen	Lord Fish S.R.L. Via Tirone 1 80049 Somma Vesuviana (NA) Italy Tel: 081-8993120 Fax: 081-8991678 Contact: Sig. Rea Ferraro, Import Contact Product: fresh, frozen, salted, fish, seafood
Itarca S.R.L. Via XXV Aprile Ovest 8/A 42049 S.Illaria D'Enza (RE) Italy Tel: 0522-673090 Fax: 0522-671212 Product: fresh, chilled, frozen, fish, seafood	Lobster Cave Di Mario Morra Largo Sermoneta, 7 80123 Napoli (NA) Italy Tel: 081-7691016 Fax: 081-7690995 Contact: Sig. Mario Morra, President Product: fresh	Ma.Pri.Com. S.P.A. Via F. D. Guerrazzi, 24/1B 16146 Genova, Italy Tel: 010-313512 Fax: 010-3628807 Product: fresh, frozen, canned, fish

Mobilpesca S.R.L. Via Mazzini 32 51010 Massa E Cozzile (PT) Italy Tel: 0572-73532 Fax: 0572-772206 Product: fresh, chilled, frozen, dried, fish, seafood	Nuova Costa Azzurra Via Giovanni XXIII, #14/22 Zona Industriale La Bianca 56025 Pontedera (PI) Italy Tel: 0587-484791 Fax: 0587-483247 Product: fresh, frozen	Panatrade S.P.A. Via Mazzini, 31 51010 Massa E Cozzile (PT) Italy Tel: 0572-7791 Fax: 0572-772186 Contact: Dott. A. Bertelli, Import Contact Product: fresh, frozen
Mondo Mare S.R.L. Via dei Pescatori 56 55049 Viareggio Italy Tel: 0584-380413 Fax: 0584-380386 Contact: Mr. A. Mariani, Purchasing Product: fresh, chilled, frozen, fish, seafood	Nuova Deltapesca S.R.L. Via Collettoore Sinistro, 7 45014 Contarina (RO), Italy Tel: 0426-321780 Fax: 0426-633842 Product: fresh, frozen	Paonessa S.R.L. Loc. Fiasco Baldaya 88069 Squillace (CZ), Italy Tel: 0961-915081 Fax: 0961-915082 Product: salted
Natalizia Gruppo Alimentare Via Casalina 50 00038, Valmontone (RM) Italy Tel: 06-9598004 Fax: 06-9597981 Contact: Sig. A. Natalizia, Titolare Product: salted, canned, fish, seafood, other products	Nuova Ge.Ma.Po. S.R.L. Via Romeo Nuova 45010 Riva' Ariano Nel Poles Italy Tel: 0426-79002 Fax: 0426-79003 Product: fresh, frozen	Pedol Mario & Figli S.N.C. Via Dogana, 2 20123 Milano (MI), Italy Tel: 02-72022536 Fax: 02-72003070 Contact: Sig. C. Pedol, Import Contact Product: fresh, frozen
Nordpesca S.P.A. Via Egadi 12 20144 Milano (MI) Italy Tel: 02-48009768 Fax: 02-48009769 Contact: Sig.ra C. Mascheretti, Import Contact Product: fresh fishery products, seafood	Palimex Via dei Vanga, 3/5 39100 Bolzano (BZ), Italy Tel: 0471-971653 Fax: 0471-978566 Product: fresh, frozen	Pentas S.R.L. Via Flacca km. 23 Spiaggia di S. Vito 04024 Gaeta (LT), Italy Tel: 0771-741741 Fax: 0771-741741 Contact: Sig. L. Lacroix, Presidente Product: fresh, frozen, canned
Nuova Centro Pesca S.R.L. Via F. Veracini 41 50144 Firenze (FI), Italy Tel: 055-360439 Fax: 055-332362 Product: fresh, chilled, frozen, fish	Pambuffetti Fratelli Via Ottaviani 7 06034 Foligno (PG), Italy Tel: 0742-340638 Fax: 0742-357415 Contact: Dott. F. Pambuffetti, Import Contact Product: salted	Pescabrava Italia S.R.L. Piazzale Biancamano, 1 20154 Milano, Italy Tel: 02-33600620 Fax: 02-341448 Product: fresh, frozen
	Panatrade S.P.A. Via Mazzini, 31 51010 Massa E Cozzile (PT) Italy Tel: 0572-7791 Fax: 0572-772186 Product: fresh, chilled, frozen, fish, seafood	Pescagel S.P.A. Via Copernico, 42 20125 Milano (MI), Italy Tel: 02-66981731 Fax: 02-66985168 Product: fresh, frozen

Pesclaudio S.P.A. Via Ponte Vetero, 18 20121 Milano (MI), Italy Tel: 02-801446 Fax: 02-5513699 Product: fresh, frozen	Saipo S.P.A. V. Carlo Eman. Buscaglia 40 00054 Fiumicino (RM) Italy Tel: 011-31071 Fax: 011-3107453 Contact: Dott. G. Saccà, Import Contact Product: fresh, frozen	Sovitpesca S.p.A. Via L. da Vinci, 45 57123 Livorno (LI) Italy Tel: 0586-423362 Fax: 0586-425448 Product: fresh, chilled, frozen
Pesclaudio Sud S.P.A. S.S. 433, Km 29,500 63030 Rotella (AP), Italy Tel: 0736-73203 Fax: 0736-373206 Contact: Comm. C. Gnocchi, Ammin. Unico Product: fresh, frozen	Saipomar S.R.L. Via Sammartini 69 20125 Milano (MI), Italy Tel: 02-6694634 Fax: 02-6694634 Contact: Ms. M. Zannini, Import Contact Product: fresh, frozen	Special Food Company Via Venisti, 63 70010 Capurso (BA) Italy Tel: 080-6954266 Fax: 080-652963 Contact: Sig. G. Cascarano, Titolare Product: fresh, chilled, frozen
Pugliapesca S.a.s. Via Barletta, 79 71044 Margherita Di Savoia Italy Tel: 0883-657094 Fax: 0883-657094 Contact: Dott. Leone Product: fresh, frozen	Sarcen S.R.L. Via Padre Rocco, 17/19 81042 Napoli (NA), Italy Tel: 081-5543904 Fax: 081-5538390 Contact: Sig. R. Bruno, Import Contact Product: salted	Stella S.R.L. Via Pietrasanta 12 20141 Milano Italy Tel: 02-5740.4443 Fax: 02-5521.3484 Product: salted, smoked, canned
Rag. Carlo Bonaria & C. Via A. Cecchi 19/20 16129 Genova, Italy Tel: 010-585075 Fax: 010-584222 Product: salted, canned	Sipi Surgelati S.A.S. Loc. Bivio dell'Asso 53028 Torrenieri (SI), Italy Tel: 0577-834132 Fax: 0577-834299 Product: fresh, frozen	Tirrenia Pesca S.R.L. Via Ostiense 109 (interno MM.GG.) 00154 Roma (RM) Italy Tel: 06-57300142 Fax: 06-5758750 Contact: Sig. Aldo Tomassetti, Amm.re Product: fresh, chilled, frozen
Sacom S.R.L. Via dell'Agricoltura 4 09100 Cagliari (CG), Italy Tel: 070-370344 Fax: 070-370344 Contact: Sig. G. Palomba, Import Contact Product: fresh, frozen	Sisa S.P.A. Via del Padule 23/G 50018 Scandicci (FI), Italy Tel: 055-755.654 Fax: 055-757.262 Product: fresh, frozen	Tontini Pesca S.R.L. Via della Cannuccia 00042 Anzio (RM) Italy Tel: 06-9877143 Fax: 06-9877155 Contact: Sig. R. Tontini, Import Contact Product: fresh, chilled, frozen
Safica S.P.A. Via Mascherone, 19 20145 Milano (MI), Italy Tel: 02-48193864 Fax: 02-48008092 Product: fresh	Sogimpex Italia S.A.S. Via Caduti p. I. Liberta', 24/A 48015 Cervia (RA), Italy Tel: 0544-975173 Fax: 0544-975174 Contact: Sig. G. Veronese Product: fresh, frozen	

Tosco Pesce S.P.A.
 Via Aurelia Sud
 Km. 354
 55049 Viareggio (LU)
 Italy
 Tel: 0584-388083
 Fax: 0584-391092
 Product: fresh, frozen

Unifrido-Gadus S.R.L.
 Via Petrarca 93/9
 80122 Napoli (NA), Italy
 Tel: 081-5751606
 Fax: 081-5753083
 Contact: Dott. Roberto Eminente
 Product: salted, canned

Unil-It S.P.A. Division Sagit
 Via Paolo di Dono, 3/a
 00143 Roma (RM)
 Italy
 Tel: 06-54491
 Fax: 06-5193036
 Contact: Mr. H. Van Heterejck,
 Product: fresh, frozen

Vebo Europa Fish S.R.L.
 Via San Quirico 139/R
 16163 Genova (GE)
 Italy
 Tel: 010-710040
 Fax: 010-711558
 Product: fresh, frozen, smoked,
 canned, fish, seafood

Versilpesca S.R.L.
 Localita' Montramito
 55054 Massarosa (LU)
 Italy
 Tel: 0584-960388
 Fax: 0584-960390
 Product: fresh, frozen, seafood, fish

Vipore Gastronomia S.R.L.
 Piazza Garibaldi 29
 00042 Anzio (RM), Italy
 Tel: 06-9846255
 Fax: 06-9847331
 Product: smoked, canned

Vismara E. Di A. Biffi E C.
 Via Fanin, 2
 20090 Segrate (MI), Italy
 Tel: 02-2139006
 Fax: 02-2138913
 Contact: Dott. Mario Naviglio,
 President
 Product: smoked, canned, seafood,
 fish

CANADIAN EMBASSY
 Via G.B. de Rossi 27,
 00161 Rome,
 Italy
 Tel:(011-39-6) 445981
 Fax:(011-39-6) 44598754
 Contact: Mr. David Shortall

NETHERLANDS

Fisheries has been a way of life for many centuries in the Netherlands. In more recent times, shrinking resources and resultant introduction of catch quotas has led to overcapacity in the Dutch fishing fleet, one of the most modern in the world. The role of the Netherlands as the trade and distribution hub of Europe applies equally to fish and products. A good portion of imports, which have expanded significantly in recent years, is re-exported serving markets chiefly in Europe. While Dutch fish imports were valued at Cdn\$940 million in 1992, exports reached a total of Cdn\$ 1,640 million. The country now holds the number two position on the list of fish exporting nations in the EC. Shellfish shows the strongest growth in imports. Canada benefits from this trend, selling larger volumes of live lobster to the Netherlands each year. The potential for frozen lobster and parts is good but purchases of these items from Canada will remain slow for some time. Prospects otherwise exist for frozen crab, periwinkles and quality fish products, including processed seafood.

Alvis bv Ansjovisweg 24 3751 BL Spakenburg Netherlands Tel:(3499) 86828 Fax:(3499) 81423 Product: live/frozen eel	Delta fish bv. Treillerweg 80 2583 DD The Hague Netherlands Tel:(70) 3502121 Fax:(70) 3506910 Product: frozen salmon	Giessen Import-Export bv, H. P.O. Box 283 3340 AG Hendrik Ido Ambacht Netherlands Tel:(1858) 13700 Fax:(1858) 17434 Product: shrimp, prawns
Boas bv, M.H. Stephensonstraat 40 2723 RN Zoetermeer Netherlands Tel:(79) 410114 Fax:(79) 421722 Product: canned fish	Dil bv, Gebr. Kerklaan 40 1921 BL Akersloot Netherlands Tel:(2513) 12306 Fax:(2513) 15420 Product: eel, freshwater fillets, other fillets	Gloe & Co. bv Van Riemsdijkweg 68 3088 HD Rotterdam Netherlands Tel:(10) 4295033 Fax:(10) 4292194 Product: canned fish
Catz International bv Blaak 22 3011 TA Rotterdam Netherlands Tel:(10) 4113440 Fax:(10) 4045406 Product: canned fish	Dulk en Zonen bv, Jac den Vissershavenweg 33 2583 DK The Hague Netherlands Tel:(70) 3549090 Fax:(70) 3512785 Product: frozen pelagics	Goldfish, Fa. P.O. Box 71 1130 AB Volendam Netherlands Tel:(2993) 63984 Fax:(2993) 67232 Product: frozen shrimp
Ceung Kong B.V. Wagenstraat #94a-100 2512 AZ Den Haag Netherlands Tel:(70) 3609052 Fax:(70) 3459127 Product: live lobster	Dutch-Canadian Foodline Dorpsstraat 5 6999 AA Hummelo Netherlands Tel:(8348) 1351 Fax:(8348) 1351 Product: live lobster	Goudschelp bv Industrieweg 35 4401 LA Yerseke Netherlands Tel:(1131) 2351 Fax:(1131) 3548 Product: frozen, shrimp
Culimer bv Albert Plesmanweg 53 3088 GB Rotterdam Netherlands Tel:(10) 4282255 Fax:(10) 4281030 Product: crabmeat, groundfish	Fierets Vishandel Oostburg bv Industrieweg 13 4501 PM Oostburg Netherlands Tel:(1170) 3551 Fax:(1170) 4128 Product: live/frozen eel	Haasnoot Jr. bv, L. Mr. C. Fockstraat 43 2225 TM Katwijk Netherlands Tel:(1718) 16441 Fax:(1718) 72446 Product: frozen, salted herring, herring products

Heijer en Zn. bv, W.G. den
 Vissershavenweg 48-49
 2583 DK The Hague
 Netherlands
 Tel:(70) 3557000
 Fax:(70) 3512730
 Product: live/frozen fish

Hoogendijk Jzn cv, A.
 Doggerstraat 1
 3134 KD Vlaardingen
 Netherlands
 Tel:(10) 4342711
 Fax:(10) 4342143
 Product: herring

Hoogland bv, J.
 Protonweg 8
 1627 LD Hoorn, Netherlands
 Tel:(2290) 14874
 Fax:(2290) 15233
 Product: frozen salmon, eel

Interseafish bv
 P.O. Box 22
 4690 AA Tholen, Netherlands
 Tel:(1660) 4040
 Fax:(1660) 3333
 Product: groundfish, shellfish

ISPC bv
 Kalshoven 25
 4825 AL Breda, Netherlands
 Tel:(76) 877250
 Fax:(76) 876571
 Product: live lobster

Klaver Import bv
 Eindhovenstraat 2
 1821 BC Alkmaar
 Netherlands
 Tel:(72) 146262
 Fax:(72) 114187
 Product: canned fish

Knol, Mr. M.
 Kerkstraat 76
 9745 CL Hoogkerk
 Netherlands
 Tel:(50) 566774
 Fax:(50) 566437
 Contact: Mr. Knol
 Product: live eel

Kok Spaarndam bv, W.
 Snoekweg 8
 4941 SC Raamsdonksveer
 Netherlands
 Tel:(1621) 18877
 Fax:(1621) 18866
 Product: eel, salmon

Koman's Vishandel bv
 Den Bels 1
 4782 PG Moerdijk
 Netherlands
 Tel:(1683) 2422/2558
 Fax:(1683) 2846
 Product: live/frozen eel

Kraan bv, H.
 Visafslagweg 60
 2583 DM The Hague
 Netherlands
 Tel:(70) 3540535
 Fax:(70) 3555739
 Product: frozen salmon

Krijn Verwijs, Fa.
 Havenkade 3
 4401 NS Yerseke, Netherlands
 Tel:(1131) 1701
 Fax:(1131) 1224
 Product: lobster, crustaceans

Kwakkelstein bv
 Westhavenkade 66
 3131 AG Vlaardingen
 Netherlands
 Tel:(10) 4340366
 Fax:(10) 4359455
 Product: herring

Marine Foods
 Schokkerweg 3
 2583 BH The Hague
 Netherlands
 Tel:(70) 3512771
 Fax:(70) 3544802
 Product: pelagics, groundfish

MCM bv
 P.O. Box 140
 3100 AC Schiedam, Netherlands
 Tel:(10) 4739444
 Fax:(10) 4739849
 Product: canned fish

Mercuur bv, Zeevishandel
 P.O. Box 327
 1970 AH IJmuiden
 Netherlands
 Tel:(2550) 35174
 Fax:(2550) 31071
 Product: groundfish

Meulemeester bv, De
 P.O. Box 24
 4400 AA Yerseke, Netherlands
 Tel:(1131) 1552/1440
 Fax:(1131) 1673
 Product: live lobster

Norpesca bv
 Schipperskade 4
 8321 EH Urk, Netherlands
 Tel:(5277) 3550
 Fax:(5277) 3502
 Product: groundfish

Obrie Vishandel Breskens bv
 Nieuwstraat 4
 4511 CR Breskens
 Netherlands
 Tel:(1172) 1827
 Fax:(1171) 3534
 Product: live lobster

Oceanis Seafood bv
 De Lasso 51
 2371 GW Roelofarendsveen
 Netherlands
 Tel:(1713) 19202
 Fax:(1713) 19226
 Product: frozen shrimp

Ouwehand's Rederij en
 Visverwerking bv
 Rederijstraat 19
 2224 RB Katwijk
 Netherlands
 Tel:(1718) 51111
 Fax:(1718) 51148
 Product: herring, specialty fish

Parlevliet Seafood cv, Eric
 Nachtegaallaan 39
 2224 JC Katwijk, Netherlands
 Tel:(1718) 13539
 Fax:(1718) 76416
 Product: herring

Pols-Born, Fa. Damstraat 66 4401 AD Yerseke, Netherlands Tel:(1131) 1759 Fax:(1131) 3656 Product: live lobster	Siewertsen bv Strandweg 20 1976 BS IJmuiden, Netherlands Tel:(2550) 21650 Fax:(2550) 33434 Product: groundfish	Winter & Konijn bv P.O. Box 188 3620 AD Breukelen, Netherlands Tel:(3462) 65784 Fax:(3462) 63854 Product: canned fish
Prime fish Holland bv Beemsterschans 1 3432 DB Nieuwegein, Netherlands Tel:(3402) 63109 Fax:(3402) 62893 Product: lobster parts/meat	Slothouber Seafood bv Mauritskade 35 2514 HD The Hague, Netherlands Tel:(70) 3624780 Fax:(70) 3609345 Product: lobster, crabmeat	Yzermans Export Group bv Tarwestraat 41 2153 GE Nieuw-Vennep Netherlands Tel:(2526) 73484 Fax:(2526) 89214 Product: frozen fish
Pronk, Fa., A. (Holland Vis) 65 Vissershavenweg 2583 BL The Hague, Netherlands Tel:(70) 3512258 Fax:(70) 3521416 Product: live lobster	Verwijs Kreeftenparken Havendijk 30 4612 PJ Bergen op Zoom, Netherlands Tel:(1640) 33866, (1131) 1705 Fax:(1131) 3749 Product: live lobster	Zegel bv, W.J. Langheckweg 20 6468 EL Kerkrade-West Netherlands Tel:(45) 460140 Fax:(45) 462755 Product: fresh and frozen fish
Puul & Zoon bv, Klaas P.O. Box 231 1130 AE Volendam, Netherlands Tel:(2993) 64247 Fax:(2993) 67247 Product: frozen crab, lobster	Verwijs v/d Endt, Fa. P. Havendijk 5 4401 NS Yerseke, Netherlands Tel:(1131) 1702 Fax:(1131) 3749 Product: live lobster	Zeitz International bv Havendijk 3 4731 TA Oudenbosch, Netherlands Tel:(1652) 13927 Fax:(1652) 13715 Product: canned fish
Scanimex Seafood bv Sintelweg 21 4891 SP Rijnsbergen, Netherlands Tel:(76) 213199 Fax:(76) 201945 Product: crab meat, lobster	Vooys & Zn, Jac.. Vissershavenweg 62 2583 DL The Hague, Netherlands Tel:(70) 3552964 Fax:(70) 3542001 Product: herring	Zuiderzee Handelmij. bv Morseweg 69 1131 PH Volendam, Netherlands Tel:(2993) 67547 Fax:(2993) 69493 Product: frozen shrimp
Schot, Fa. S.L. Breeweg 82 4401 BS Yerseke, Netherlands Tel:(1131) 2704 Fax:(1131) 1605 Product: live lobster	Warmelo & Van der Drift bv Westhavenkade 55 3131 AG Vlaardingen Netherlands Tel:(10) 4340022 Fax:(10) 4340693 Product: herring	Zwan & Zonen nv, W. van der Hellingweg 5 2583 DZ The Hague, Netherlands Tel:(70) 3545466 Fax:(70) 3506069 Product: herring

CANADIAN EMBASSY
Commercial Division
Parkstraat 25, 2514 JD The Hague
Kingdom of the Netherlands
P.O. Box 30820,
Tel:(011-31-70) 361-4111
Fax:(011-31-70) 365-6283
Contact: Mr. Fritz W. Zechner

NORWAY

Norwegian imports of fish products are minimal compared to the total domestic consumption of fish and seafood, as Norway supplies the majority of its own demand. However, there are some species and products which may find a niche in this market. Due to a shortage in domestic catches the following products show market potential for importing; skate wings, monkfish tails, fresh, peeled and brined shrimp, cooked lobster (frozen in brine), and small amounts of live lobster. There are generally no tariff barriers, but all food products are subject to health and sanitary inspection.

Aalesundfish A/S
 P.O. Box 2021
 6021 Aalesund, Norway
 Tel: 47-70 13 17 70
 Fax: 47-70 12 83 31
 Contact: Ragnvald Vaagsholm
 Product: seafood

Frionor A.S.
 P.O. Box 195
 1324 Lysaker, Norway
 Tel: 47-67 12 30 10
 Fax: 47-67 12 16 80
 Contact: Svein G. Nybo
 Product: seafood

Inger Sorensen A.S.
 Fiskehallen, Vippetangen
 0150 Oslo, Norway
 Tel: 47-22 42 14 80
 Fax: 47-22 42 65 58
 Contact: Mr. Age Skjaeret
 Product: seafood

Koltzow, A.S.
 Prof. Birkelandsvei 30C
 1008 Oslo, 0150 Oslo
 Norway
 Tel: 47-22 32 24 00
 Fax: 47-22 32 37 64
 Contact: Mr. Asbjorn Ekse, Manager
 Product: seafood

Naustvik Storkjokken A.S.
 Akershusstranda 1
 0150 Oslo
 Norway
 Tel: 47-22 42 55 05
 Fax: 47-22 33 69 85
 Contact: Mr. Stein Naustvik, Buyer
 Product: seafood

P. Domstein & Co.
 P.O. Box 14
 6701 Maloy
 Norway
 Tel: 47-57 85 12 00
 Fax: 47-57 85 11 82
 Contact: Mr. Rolf Domstein, Director
 Product: seafood

Torgersen & Co. A.S.
 Hvamveien 1
 2013 Skjetten
 Norway
 Tel: 47-63 84 55 00
 Fax: 47-63 84 55 99
 Contact: Mr. L. Ness, Chief Buyer
 Product: seafood

CANADIAN EMBASSY
Oscars Gate 20,
Oslo 3,
Kingdom of Norway
Tel:(011-47-22) 46-69-55
Fax:(011-47-22) 69-34-67
Contact: Mr. Tor-Eddie Fossbakk

POLAND

Poland imported approximately 120,000 tons of fish and seafood during 1993. Norway, Holland, Great Britain and Russia are the principal suppliers. The species imported in order of importance were; mackerel, herring, pollock, silver hake, grenadier, red fish and cod. The Polish government introduced a quota on imported mackerel of 40,000 tons for 1994. Salmon regarded as a luxury food is gaining popularity, as well, there is also a noticeable growing demand for whitefish. Almost all salmon imports come from either Scandinavia or Russia, except for a small domestic catch in the Polish Baltic waters.

Eurofish Limited
70-023 Szczecin,
ul. Smoleńska 4, Poland
Fax:(48-91) 825-738
Contact: Mr. T. Pintowski
Product: seafood

Almar Limited
83-300 Kartuzy,
ul. Kościerska 2, Poland
Fax:(48-58) 814-793
Contact: Mr. M. Gniazdowski
Product: seafood

Interfood
81-323 Gdynia,
ul. Kołłątaja 1, Poland
Fax:(48-58) 207-551
Contact: Mr. M. Sienkiewicz
Product: seafood

Pol-Serve Trade Company
81-212 Gdynia,
ul. Hutnicza 3, Poland
Fax:(48-58) 230-424
Product: seafood

Wilbo Limited
Zakłady Rybne,
84-120 Władysławowo,
ul. Skandynawska 7
Poland
Fax:(48-58) 740-020
Contact: Mr. L. Bold
Product: seafood

Fish Trading Co.
60-479 Poznań,
ul. Strzeszyńska 38/42
Poland
Fax:(48-61) 221-551
Product: seafood

Zakład Handlowy Wejherowo
84-200 Wejherowo,
ul. Brygady Pancernej 5
Poland
Fax:(48-58) 720-581
Contact: Mr. M. Kluba,
Import Contact
Product: seafood

Mistral
84-320 Rumia,
ul. Różana 83
Poland
Fax:(48-58) 713-132
Contact: Mr. M. Dominik,
Import Contact
Product: seafood

Dal-Pesca Limited
81-340 Gdynia,
ul. Hryniawieckiego 8A
Poland
Fax:(48-58) 207-923
Product: seafood

Seafood Product Gdynia Limited
81-029 Gdynia,
ul. Przemysłowa 8
Poland
Fax:(48-58) 233-451
Contact: Mr. K. Chowaniec,
Import Contact
Product: seafood

CANADIAN EMBASSY
Ulica Jana Matejki 1/5,
00-481 Warsaw,
Poland
Tel:(011-48-22) 29-80-51
Fax:(011-48-22) 29-64-57
Contact: Ms. Hanna Mroz

PORTUGAL

Portugal is one of the EEC's largest, if not the largest, consumer of fish and seafood products with a per capita consumption of some 46.6 Kg (1992). In 1992 the size of the market was estimated at 533,144 tons, of which 295,684 tons were supplied by domestic catches (made in both Portuguese and international waters) and some 237,460 tons by imports. The country can be described as a relatively stable and conservative market with a well established demand for specific products and product forms.

Salted cod is the most dynamic import species, accounting alone for some 42/45 per cent of the total imported volume. Over many years the demand has been predominantly for cod in wet salt form and to a much lesser extent for the product in dry salt state. However, due essentially to the continued decline of cod from traditional sources and increased supplies of low-priced frozen cod caught by Russian boats, a growing interest is currently expressed by Portugal in the gutted, head-off frozen product.

Other major import species include: hake (in gutted, head-off frozen form); tuna (in round or dressed frozen forms); fresh pilchards; frozen sardine; frozen mackerels; redfish (in gutted, head-off frozen form); soles/flounders (in gutted, head-off frozen form); monkfish (tail portions, IQF); lobster and crab (in both live and frozen forms); shrimp/prawn (in head-on or headless frozen forms); and squid (both illex and loligo, in round frozen form).

Armazens de Matinha Lda R. Val., Formoso de Baixo, 110 1900, Lisboa, Portugal Tel: 01-8585821 Fax: 01-8586197 Contact: Dr. Sena da Silva, Import Contact Product: dry salt cod	Sortipescas Importacao de Bacalhau Lda Pinhal do General, Lt #304 Quinta do Conde 2830, Barreiro Portugal Tel: 01-2100537 Fax: 01-8536383 Contact: Sr. Alberto Jose Oliveira, Director Comercial Product: dry salt cod	Uniarme Uniao Armaz. Mercearia CRL Rua Joao Chagas, 130 2795, Linda-a-Velha Portugal Tel: 01-4151478 Fax: 01-4151380 Contact: Sr. Ricardo Teixeira, Import Contact Product: dry salt cod, other seafood products
Cardoso Silva & Ca. Lda Rua Mouzinho da Silveira, 56 4000, Porto, Portugal Tel: 02-2000746 Fax: 02-2000746 Contact: Sr. Jorge Caldeira Pinto Monteiro Product: dry salt cod	Suloste Dist. Produtos Alimentares Reunidos ACE Pcta Proj. Rua Joao XXIII, Lt #6, Lj Casais 2725, Mem Martins Portugal Fax: 01-9200008 Contact: Sr. Fernando Batista, Import Contact Product: dry salt cod	Alimar Alimentos do Mar Lda Estrada da Torre, AR 8-A/73 1700, Lisboa Portugal Tel: 7586677 Fax: 7593658 Contact: Sr. V.M. Eloi de Sousa, Import Contact Product: frozen fish (hare, tuna, salmon, redfish, groundfish, sole, flounder, monkfish, squid)
Gruponorte Dist. Prod. Alim. Reunidos Centro Comercial D. Pedro, 2, Sala 7/10, Rua D. Pedro V 4785, Trofa, Portugal Fax: 052-46211 Contact: Sr. Camilo Pereira, Import Contact Product: dry salt cod		

Aprogel Produtos Congelados Largo Mouzinho de Albuquerque, 26 3500, Viseu, Portugal Fax: 072-28327 Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	Eurotejo Comercio e Industria de Peixe Docapesca 85, Pedroucos 1400, Lisboa Portugal Tel: 3011768 Fax: 3017509 Contact: Armenio M. Dias Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid, lobster, crab, shrimp and prawns)	CEC Comercio Europeu de Congelados Doca Pesca 93-B, Pt 11, Pedroucos 1400, Lisboa, Portugal Tel: 01-3017858 Fax: 01-3017860 Contact: Sr. Horacio Viana, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder
Beirafrío Ind. Produtos Alimentares SA Quinta do Sacouto, Lugar do Fanqueiro 2670, Loures, Portugal Tel: 01-9831146 Fax: 01-9833671 Contact: Mascarenhas, Lemos Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid, lobster, crab, shrimp and prawns)	Gelpeixe Alimentos Congelados Tarre & Filhos Av. Major Rosa Bastos, 1, 1 2670, Loures, Portugal Tel: 01-9830189 Fax: 01-9835420 Contact: Sr. Vitor Amaral Dias, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	CRCB Companhias Reunidas de Congelados Bacalhau Lda Doca de Alcantara, 1 1300, Lisboa, Portugal Tel: 01-3966029 Fax: 01-3970606 Contact: Eng. Almeida Ferreira, Presidente Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid), wet salt cod
Central Atlantico Imp. Exp. Prod. Alim. Lda Edificio dos Armadores, 8 Docapesca - Pedroucos 1400, Lisboa, Portugal Tel: 01-3015240 Fax: 01-3017257 Contact: Dr. Joao Rodrigues Product: frozen fish (hare, tuna, redfish, sole, flounder, monkfish, squid, lobster, crab, shrimp and prawns)	Antonio e Emiliano Lda Rua Herois de Franca Docapesca, Armazem 4 4450, Matosinhos, Portugal Tel: 02-9376853 Fax: 02-9376853 Contact: Sr. Emiliano Nascimento, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	Euromar Lda Rua Luis de Camoes, 113 r/c E, Alges 1495, Lisboa, Portugal Tel: 01-410-6959 Fax: 01-410-6815 Contact: Sr. Jose Cova Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)
DICA Desenv. Int. de Comercio Alimentar Ed. Armadores no. 8, Docapesca, Pedroucos 1400, Lisboa, Portugal Tel: 01-3017253 Fax: 01-3017256 Product: frozen fish (hare, tuna, redfish, sole, flounder, monkfish, squid, lobster, crab	Barreiros & Rocha Rua Passos Manuel, 3-C 1100, Lisboa, Portugal Tel: 3562095 Fax: 520947 Contact: Sr. Anibal Barreiros, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	Frina Frigorificos Nacionais Lda Rua C, Casal Colaride Apt. 132, Agualva 2735, Cacem, Portugal Tel: 01-4314138 Fax: 01-4314263 Contact: Joao Alberto Russo, Import Contact Product: hare, tuna, redfish, sole/flounder, monkfish, squid

Globomar Lda Rua Cidade de Nova Lisboa Q/F/S, Bairro de Angola Camarate 2685, Sacavem, Portugal Tel: 9470228 Fax: 9475635 Contact: Sr. Joao Carlos Joaquim, Director Comercial Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	Impormarisco Ind. Com. Marisco Imp/Exp Av. D. Carlos I, Lt #14, Reboleira Sul 2700, Amadora Portugal Tel: 01-4959041 Fax: 01-4956222 Contact: Sr. Jose Luis Pires Tomas, Import Contact Product: frozen lobster, crab, shrimp, prawns	IVQ Imp. e Vendas de Qualidade Rua de Pedroucos, #44/46 1400, Lisboa Portugal Tel: 01-9831146 Fax: 01-9833671 Contact: Sr. Miguel Mascarenhas, Import Contact Product: frozen lobster, crab, shrimp, prawns, seafood, fish, crustaceans
Nigel Congeladora Jose Nicolau Alto de Santa Cruz 2520, Peniche Portugal Tel: 062-72225 Fax: 062-74505 Contact: Jose A. S. Nicolau, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	SCA (Portugal) Lda Trav. Conde da Ribeira, #16-A 1300, Lisboa Portugal Tel: 01-632013 Fax: 01-3645483 Contact: Sr. Armando Baptista, Import Contact Product: frozen lobster, crab, shrimp, prawns	Simplex Servicos Imp. e Exp. Lda Av. Antonio Augusto de Aguiar 183, 3-E 1200, Lisboa Portugal Tel: 01-3155757 Fax: 01-525262 Contact: Sr. Pedro Freitas, Import Contact Product: frozen lobster, frozen crab, frozen shrimp, frozen prawns, other frozen seafood products
Sociedade Comercial Sas Lda Rua Mouzinho da Silveira, 226 4000, Porto, Portugal Tel: 02-2001017 Fax: 02-2002579 Contact: Domingos Goncalves, Import Contact Product: frozen fish (hare, tuna, redfish, sole/flounder, monkfish, squid)	Travamar Soc. Dist. Produtos Alimentares Lda Arm. 52, 1-Docapesca Pedroucos 1400, Lisboa, Portugal Tel: 01-301-7484 Fax: 01-3027855 Contact: Sr. Carlos Fonseca, Import Contact Product: frozen lobster, crab, shrimp, prawns	Ancora Mar Mariscos Lda Pinhal da Gelfa 4915, Vila Praia de Ancora Portugal Tel: 058-911547 Fax: 058-951228 Contact: Sr. Vasco Franco, Import Contact Product: live lobster, crab, fish, seafood
Argogel Imp. Exp. Marisco e Peixe Congelado Lda Av. das Forcas Armadas-Catujal 2685, Sacavem, Portugal Tel: 02-9424977 Fax: 02-9414915 Contact: Sr. J. A. Bemposta, Import Contact Product: frozen lobster, crab, shrimp, prawns	Frilopes Com. e Ind. de Produtos Alimentares Arm. 57, Docapesca Pedroucos 1400, Lisboa, Portugal Tel: 01-3016475 Fax: 01-3019241 Contact: Sr. Fernando Lopes, Import Contact Product: frozen lobster, crab, shrimp, prawns, other specialty seafood products	Frutos do Mar Ag. Doce Porto des Barcas 2550, Lourinha Portugal Tel: 061-412774 Fax: 061-41281 Contact: Sr. Augusto Filipe, Import Contact Product: live lobster, crab, fish, seafood

Marizado
Soc. Fornecedor de Marisco
Armazem 28, rua Doca Delpent
2900, Setubal
Portugal
Fax: 065-39440
Contact: Sr. Candido Eufrasio,
Import Contact
Product: live lobster, crab

Sociedade Comercial de Mariscos
Lda
Porto da Areia
2520, Peniche
Portugal
Fax: 062-72462
Contact: Sr. Luis Garcia,
Import Contact
Product: live lobster, crab

F.L. Martins Lda
Av. Infante D. Henrique
Jardim do Tabaco
1100, Lisboa,
Portugal
Tel: 01-8881715
Fax: 01-8866076
Contact: Sr. Flavio Martins,
Import Contact
Product: live lobster, crab

Mar Bravo
Imp./Exp. de Peixe e Mariscos Lda
Largo de S. Paulo, 11
2520, Peniche,
Portugal
Tel: 062-784372
Fax: 062-789277
Contact: Sr. Joao Gaspar,
Import Contact
Product: live lobster, crab

Romex Lda
Rua Jose Florindo, 622,
r/c, Lj, Alto Pampilheira
2750, Cascais, Portugal
Tel: 01-4843090
Fax: 01-4843090
Contact: Sr. Jose Romeu,
Import Contact
Product: live lobster, crab

Troiamarisco Lda
Rua da Saude, 116
2900, Setubal
Portugal
Tel: 065-35426/526079
Fax: 065-25809/533809
Contact: Sr. Americo Maio,
General Manager
Product: live lobster, crab

A.D. Oliveira Magalhaes Exportadora
SA
Rua Santos Pousada, 113, 2
4000, Porto,
Portugal
Tel: 02-575766
Fax: 02-572028
Contact: Sr. Antonio Magalhaes,
Import Contact
Product: wet salt cod

Centralcod
Com. Dist. Prod. Alimentares
Rua de Belem, 16
1300, Lisboa,
Portugal
Tel: 01-3649029
Fax: 01-3633358
Contact: F.J. da Silva Fragata,
Import Contact
Product: wet salt cod, frozen

Guimaraes Cardoso & Ca.
Rua Jose Monteiro Salazar, 104,
4100, Porta
Portugal
Tel: 02-6171952
Fax: 02-6102744
Contact: E. Taveira da Mota,
Import Contact
Product: wet salt cod

Pascoal & Filhos
Cais Bacalhoeiro,
Gafanha da Nazare
3830, Ilhavo, Portugal
Tel: 034-361678
Fax: 034-365892
Contact: A. Machado Paiao,
Import Contact
Product: wet salt cod, frozen

Sinde & Monteiro Lda
Al. Basilio Teles, 60
4100, Porto
Portugal
Tel: 02-6003661
Fax: 02-693464
Contact: Jaime F. Sinde Monteiro,
Import Contact
Product: wet salt cod, cod, salted,
dried, fish

Tovimar
Soc. Ind. Com. Prod. Alimentares
Lda
Casais Forno
2670, Loures
Portugal
Tel: 01-9863490
Fax: 01-9863317
Contact: V. M. Garcia Duarte,
Import Contact
Product: wet salt cod, frozen

Cabral & Silveira Lda
R. Alexandre Herculano, 26, 4
1200, Lisboa, Portugal
Tel: 01-3152076
Fax: 01-3152075
Contact: Paulo Belem Sena,
Import Contact
Product: wet salt cod, frozen

Luis & Loureiro Lda
Seca do Bolho
3830, Ilhavo,
Portugal
Tel: 034-322095
Fax: 02-9722815
Contact: Luis da Rocha Cruz
Product: wet salt cod

Simoes & Sousa Lda
Principal 55,
Quinta S. Joao das Areias-Camarate
2685, Sacavem,
Portugal
Tel: 01-9410127
Fax: 01-9413304
Contact: C. Marques da Costa,
Import Contact
Product: wet salt cod, frozen

TBC

Transf. Bacalhau e Congelados Lda
Av. dos Bacalhoeiros,
185, Gafanha da Nazare
3830, Ilhavo, Portugal
Tel: 034-365884
Fax: 034-365886
Contact: Dr. Fernando Fragata
Product: wet salt cod

A Ribeira Do Peixe
Comercio de Peixe, Lda
Av. Dos Bacalhoeiros, 120
3830, Gafanha da Nazare
Portugal
Tel: 034-362977
Fax: 034-362216
Contact: Sr. Joao Ferreira
Product: frozen cod

Pramesa

Produtos Alimentares Lda
Travessa Afonso de Albuquerque
3830, Ilhavo
Portugal
Tel: 034-364078
Fax: 034-364079
Contact: Sr. Antonio C. Vieira Ribau
Product: frozen cod

Comimba

Comercio e Industria de Bacalhau
Fundilhoes - Rosario
2850, Moita,
Portugal
Tel: 2390961
Fax: 2395712
Contact: A.C. Marques, Costa
Product: frozen cod

Riberalves

Com. Produtos Alimentares
Zona Industrial Cruz de Barro,
Apartado 134
2560, Torres Vedras
Portugal
Tel: 061-311294
Fax: 061-311284
Contact: Sr. Joao Alves
Product: frozen cod

CANADIAN EMBASSY

Av. Da Liberdade 144/56-4,
1200 Lisbon,
Portugal
Tel:(011-351-1) 347-4892/4896
Fax:(011-351-1) 342-5628/347-6466
Contact: Mr. Manuel J.D. Lima

SPAIN

Spain is the European Community's largest consumer of fish products with a per capita consumption of over 31 kilograms per annum. Statistics released by the Spanish Ministry of Agriculture, Fisheries and Food indicate that in 1991, Spaniards consumed 880,324.5 pesetas per capita of fish products in their food purchases which represented 11.8% of total food purchases for the year.

Spain is a relatively stable and conservative market for imported seafood, but with a well established demand for a large variety of species and product forms. Spanish consumers are well served in all urban areas by numerous small retail fish stores as well as the traditional local markets (which house retailers of all types of fresh and frozen foods), and a comprehensive network of modern supermarket chains.

Fresh fish may be purchased through all of these outlets. Profound changes in consumption patterns have occurred in recent years and Spaniards are rapidly adopting the more varied eating habits and taste preferences evident in other western European countries. Increased living standards, combined with an increase in female participation in the workforce, has helped create a growing demand for new products and species, as well as greater demand for prepared and luxury seafood products.

As Spanish fishing fleets are forced to venture farther from home ports in search of viable fishing grounds, domestic processors are being pressured to accept a greater supply of frozen seafood products. As a result, a previous low demand for frozen seafood products in Spain is disappearing as more frozen product forms are gaining greater acceptance with Spanish consumers. An increased reliance on frozen seafood is creating new opportunities for many Canadian frozen export products. In addition, the ease of preparation for prepared and microwaveable seafood products is prompting many Spanish consumers to increase the use of value-added fisheries goods.

Cod and hake are two species which are in great demand in Spain, along with various species of pelagics and cephalopods. In addition to these species, products like flounder, plaice, squid, gooseneck barnacles, baby eels, monkfish tails, lobster, shrimp and salmon are also developing greater acceptance by consumers.

**AHUMADOS ARTESANOS
MESTANZA**
C/Aguilafuente, 117
28039 Madrid,
Spain
Contact: Ana Maria S. Ribada,
Import Contact
Tel/Fax: (91) 883-2472
Product: eel, cod, roe, salmon

AIMAR, S.A.
Zona Portuaria, s/n
20110 Pasajes de San Pedro,
Guipuzcoa,
Spain
Contact: D.F. Gómez Frutos,
Import Contact
Tel: (943) 39-6540
Fax: (943) 39-2842
Product: frozen lobster, halibut

ALFONSO GARCIA LOPEZ
C/Poyo-La Seca
36994 Poyo,
Pontevedra
Spain
Contact: Rafael P. Giráldez,
Import Contact
Tel: (986) 77-0012
Fax: (986) 77-1359
Product: seafood, fish

AQUARIUM ART
C/Sepúlveda, 31-6º, 1º
08015 Barcelona,
Spain
Contact: Sr. D. Salvador Chichiepsa,
Import Contact
Tel: (93) 771-7186
Fax: (93) 426-7029
Product: live lobster

ARNOYA CONGELADOS, S.A.
Polig. Ind. del Tambre
Santiago de Compostela,
La Coruña,
Spain
Contact: Sr. D. Alejandro Domingo,
Import Contact
Tel: (981) 58-1482
Fax: (981) 58-9265
Product: fresh, chilled, frozen, dried,
clams, eel, herring, tuna, squid, crab,
monkfish tails, haddock, smelt,
halibut, shrimp, flounder, pollock,
swordfish, lobster, plaice, octopus,
skate, turbot, salmon, cod, scallops,
other seafood products

AUXILIAR CONSERVERA

Avda. Orillamar, 6

36208 Vigo,

Pontevedra,

Spain

Contact: Sr. D. Carlos Alonso,

Import Contact

Tel:(986) 29-1858

Fax:(986) 20-3097

Product: tuna, squid, monkfish tails, haddock, rainbow smelt, halibut, swordfish, flounder, plaice, octopus, skate

BACALAO SAMPER, S.A.

Nuestra Sra. del Pilar, 7

31620 Huarte-Pamplona,

Navarra,

Spain

Contact: Sr. D. Gerard Negri,

Import Contact

Tel:(948) 33-0912

Fax:(948) 33-1705

Product: dry/wet salted cod

BARCIPEIX, S.A.

Cefrusa,

2 Mercabarna

08040 Barcelona,

Spain

Contact: Sr. D. Francisco Simó,

Import Contact

Tel:(93) 336-2013

Fax:(93) 336-2106

Product: clams, lobster, squid, smelt, monkfish tails, halibut, shrimp, cod roe, flounder, swordfish, plaice, octopus, turbot, salmon, surimi, scallops

BENFUMAT, S.A.

Polígono Industrial Multindus

08980 San Feliu de Llobregat

Barcelona,

Spain

Contact: Sra. Cristina Brosca,

Import Contact

Tel/Fax:(93) 666-7201

Product: fresh/frozen salmon

CADEMAR-CAMINO DEL MAR

C/Zamora, 3

28100 Alcobendas, Madrid

Spain

Contact: José Luis Durán,

Import Contact

Tel:(91) 661-1357

Fax:(91) 661-1341

Product: fresh, chilled, clams, lobster, canned crab meat, gooseneck barnacles, scallops

CARLOS SOTO, S.A.

C/Reconquista, 1

36201 Vigo, Pontevedra

Spain

Contact: Sr. D. Carlos Soto,

Import Contact

Tel:(986) 43-3155

Fax:(986) 43-4315

Product: clams, squid, shrimp, swordfish, flounder, scallops

CHINA ARTE, S.A.

C/Gerona, 3

28012 Madrid, Spain

Contact: Sr. D. Manuel Choy

Tel:(91) 366-6403

Fax:(91) 364-0275

Product: canned salmon

CLAUDIO CABALEIRO VILLA.

Almirante Felix Ozamiz, 30

36940 Cangas, Pontevedra

Spain

Contact: Claudio C. Villanueva

Tel:(986) 31-0366

Fax:(986) 31-0372

CLAVO CONGELADOS, S.A.

Apartado 35

36650 Caldas de Reyes, Pontevedra,

Spain

Contact: Nicolás L. de la Torre,

Import Contact

Tel:(98) 654-0111

Fax:(98) 654-1261

Product: tuna, cod, squid, halibut, shrimp

COBAMAR, S.A.

Elbarrena, s/n

20159 Zizurkil, Guipuzcoa

Spain

Contact: Sr.D. José T.R. Guzmán,

Import Contact

Tel:(943) 691-991

Fax:(943) 693-578

Product: fresh, chilled, frozen, clams, tuna, cod, squid, canned crab meat, monkfish tails, haddock, halibut, shrimp, flounder, swordfish, plaice, turbot, salmon, other seafood products

COMERCIAL MARISQUERA

CATALANA

Floridablanca,

146, 4 art.2.na

08011 Barcelona

Spain

Contact: Sr.D. Salvador C. Vega,

Import Contact

Tel:(93) 325-1391

Fax:(93) 426-7029

Product: clams, periwinkles, lobster, shrimp, gooseneck barnacles, octopus, sea scallops

COMPESCA, S.A.

Calvo Sotelo, 19

39002 Santander

Spain

Contact: Sr. D. Jamie Yilera,

Import Contact

Tel:(942) 212-362

Fax:(942) 225-990

Product: fresh, chilled, frozen, dried, clams, cod, lobster, squid, crab, monkfish tails, haddock, smelt, halibut, shrimp, roe, flounder, pollock, gooseneck barnacles, swordfish, scallops, shark, plaice, octopus, turbot, salmon, other seafood products

CONGELADOS BALADO, S.A.

Cánovas del Castillo, 10-1-0f.7
36202 Vigo, Pontevedra

Spain

Contact: Sr.D. Jesús R. Rodríguez,

Import Contact

Tel:(986) 43-0422

Fax:(986) 43-73230

Product: fresh, chilled, tuna, frozen cod, halibut, swordfish, flounder, frozen salmon

CONSERVACION DE ALIMENTOS, S.A.

Muelle Este
15006 La Coruña

Spain

Contact: Sr. D. Manuel Vilela,

Import Contact

Tel:(981) 29-3266

Fax:(981) 29-3133

Product: frozen cod, squid, shrimp, swordfish, flounder, plaice, octopus, fish, other seafoods

DEVIMAR, S.A.

Barranco San Pedro, s/n

43895 La Ampolla,

Tarragona

Spain

Contact: Sr.D. Julián Albujar,

Import Contact

Tel:(977) 46-0055

Fax:(977) 46-0505

Product: fresh, chilled, clams, periwinkles

DOROTEO SANJUAN, S.A.

Pol. Ind. Allendeduero,

Segovia, s/n

09400 Aranda de Duero, Burgos

Spain

Contact: Sr. D. Javier Silva Criado,

Import Contact

Tel:(947) 50-0500

Fax:(947) 50-5050

Product: cod, haddock, smelt, fish, seafood

EL MARQUES DEL AMPURDAN

Crtra. Nacional II, km. 758

17740 Vilafant,

Girona

Spain

Contact: Sr. D. Luis Casademunt,

Import Contact

Tel:(972) 673-039

Fax:(972) 673-202

Product: fresh, frozen, canned salmon, cod roe

ESCURIS, S.A.

Bayuca, s/n, aptdo. 10

15940 Puebla d. Caramiñal, La

Coruña, Spain

Contact: Sr.D. Luis E. Batalla,

Import Contact

Tel/Fax:(981) 83-0100

Product: clams, tuna, cod, lobster, squid, monkfish tails, cod roe, gooseneck barnacles, flounder, octopus, skate, scallops

FABRICANTES CONSERV.**REUNIDOS**

Apdo. 664, 36200 Vigo, Pontevedra,

Spain

Contact: D. José I. Madrifián,

Import Contact

Tel:(986) 41-2611

Fax:(986) 42-4000

Product: clams, tuna, cod, squid, octopus, sea scallops

FRIGORIFICOS BERBES, S.A.

Avda. Orillamar, 73

36202 Vigo, Pontevedra

Spain

Contact: Sr. D. Miguel Cobas,

Import Contact

Tel:(986) 29-7700

Fax:(986) 20-2818

Product: fresh, chilled, frozen, clams, cod, squid, crab, monkfish tails, halibut, cod roe, flounder, plaice, skate, turbot, frozen salmon, sea scallops

FRIME, S.A.

Mercat Cent. del Peix, cas. 80

08040 Mercabarna, Barcelona

Spain

Contact: Sr. D. Rafael García,

Import Contact

Tel:(93) 785-0449

Fax:(93) 335-8198

Product: tuna, cod, squid, monkfish tails, halibut, shrimp, cod roe, swordfish, octopus

FRINOVA, S.A.

Polig. Ind. Las Gandaras-Parcela 9,

36400 Porriño

Pontevedra, Spain

Contact: Sr. Gómara,

Import Contact

Tel:(986) 33-1401

Fax:(986) 33-2755

Product: fresh, chilled, frozen, tuna, cod, squid, haddock, smelt, shrimp, flounder, pollock, plaice, frozen salmon

FRIO CONDAL, S.A.

C/Foc, 69-73

08004 Barcelona, Spain

Contact: Sr. D. José Manuel Múgica

Tel:(93) 223-0162

Fax:(93) 223-2987

Product: frozen cod, lobster, monkfish tails, shrimp, halibut, swordfish

GIL-DUÑO, S.A.

C/Girona, 100-6º, 2º

08009 Barcelona, Spain

Contact: Sr.D. Josep-Lluis Gil

Import Contact

Tel:(93) 207-0274

Fax:(93) 207-7960

Product: fresh, chilled, frozen, clams, cod, periwinkles, crab, monkfish tails, halibut, shrimp, flounder, gooseneck, plaice, barnacles, swordfish, octopus, turbot, salmon, surimi, shark, scallops

GOLDEN FOODS, S.A.

Campo Abajo, 2
30565 Las Torres de Cotillas, Murcia,
Spain

Contact: Sr.D. Fulgencio Cano,
Import Contact

Tel:(968) 626-708

Fax:(968) 627-899

Product: fresh, chilled, frozen, clams,
herring, tuna, cod, monkfish,
periwinkles, lobster, squid, crab,
monkfish tails, haddock, smelt,
halibut, shrimp, roe, flounder,
pollock, swordfish, plaice, octopus,
skate, turbot, salmon, shark

HISPMAR

C/Orense, 68-4
28020 Madrid

Spain

Contact: Sr. D. Andres Umbría
Tel:(91) 741-1141

Fax:(91) 320-4422

Product: fresh, chilled, frozen, cod,
halibut, cod roe, swordfish, octopus,
turbot

HISPATRADE, S.A.

Marqués, Riscal, 11 Dpdo. 4º
28010 Madrid, Madrid

Spain

Contact: Sr. D. Agustín Pérez
Tel:(91) 310-3924

Fax:(91) 310-2782

Product: cod, squid, crab, monkfish
tails, shrimp, cod roe, swordfish,
flounder, turbot, sea scallops

IBERGALICIA, S.A.

Santo Domingo,
6-entlo
36204 Vigo, Pontevedra

Spain

Contact: Sr. D. Manuel Castro,
Import Contact

Tel:(986) 47-2400

Fax:(986) 42-5705

Product: clams, frozen cod, halibut,
swordfish

IBERICA DE CONGELADOS

Muelle Comercial de Bouzas
36208 Vigo,
Pontevedra
Spain
Contact: Sr. D. Roberto Orozco,
Import Contact
Tel:(986) 207-215
Fax:(986) 204-669
Product: fresh, chilled, frozen, squid,
monkfish tails, shrimp, swordfish,
flounder, plaice, groundfish, turbot,
sea scallops

IMPORTADORES ESPECIALIZADOS,
S.A.

C/ Labrador, 4, 28004 Madrid
Spain
Tel:(91) 467-6717
Fax:(91) 468-1730
Product: canned crab meat, canned
salmon, other canned species,
specialty products

INTERALIMENT, S.A.

C/Girona, 6-4
08400 Granollers,
Barcelona
Spain
Contact: Sra. Dª. Victoria M. Sama,
Import Contact
Tel:(93) 879-6300
Fax:(93) 870-6900
Product: clams, lobster, monkfish
tails, smelt, halibut

J.S.V., S.A.

Pol. Ind. Ascoy, s/n
30530 Cieza, Murcia
Spain
Contact: Sr.D. Jesús S. Barquero,
Import Contact
Tel:(968) 76-2145
Fax:(968) 76-2291
Product: fresh, frozen, dried, tuna,
dry/wet salted cod, squid, monkfish
tails, halibut, shrimp, swordfish,
flounder, plaice, turbot, frozen
salmon

LA BALINESA, S.L.

24796 La Antigua,
Leon
Spain
Contact: Sr. D. Jesús L. Velado,
Import Contact
Tel:(987) 666-442
Fax:(987) 666-422
Product: fresh/frozen salmon,
seafood

MANUEL BAREA, S.A.

Rafael Beca Mateos, 20
Aptdo. 13.358,
41007 Sevilla
Spain
Contact: Sr. D. Manuel Barea,
Import Contact
Tel:(95) 451-8722
Fax:(91) 573-1036
Product: cod, lobster, squid,
monkfish tails, haddock, cod roe,
swordfish, octopus, shark

MAREAS, S.A.

Narváez, 47-1D
28009 Madrid
Spain
Contact: Sr.D. Buenaventura
M. Lucas, Buyer
Tel:(91) 574-5935
Fax:(91) 573-1036
Product: fresh, chilled, frozen, clams,
cod, frozen lobster, squid, monkfish
tails, smelt, halibut, shrimp, pollock,
swordfish, frozen salmon, sea
scallops

MARISCOS ARCADE, S.L.

PQ Meira
36950 Moaña, Pontevedra
Spain
Contact: Sr. Cabaleiro,
Import Contact
Tel:(986) 31-0372
Fax:(986) 31-0372
Product: periwinkles, frozen lobster,
fresh, frozen fish, seafood, shrimp,
sea scallops

MARISCOS VEIRO, S.L.

Coirón, 119
36967 Dena-Meaño,
Pontevedra,
Spain
Tel/Fax:(986) 743-540
Product: clams

PASAPESCA, S.A.

Polig. Ind. Pratense
08820 El Prat de Llobregat,
Barcelona
Spain
Contact: Sr.D. Pascual Martínez,
Import Contact
Tel:(93) 478-2848
Fax:(93) 478-3673

Product: fresh, chilled, cod, squid,
monkfish tails, halibut, shrimp, cod
roe, flounder, octopus, turbot,
salmon, surimi

PESCARBARNA, S.A.

Urgel,
240-250, 4ºB-C
08036 Barcelona
Spain
Contact: Sr.D. Julio C. Lopez,
Import Contact
Tel:(93) 410-0004
Fax:(93) 410-6921

Product: fresh, chilled, frozen, dried,
cod, squid, monkfish tails, smelt,
halibut, shrimp, skate

**PESCADOS AMARO GONZALEZ,
S.A.**

Puerto Pesquero, s/n
03001 Alicante
Spain
Contact: Sr.D. Juan Manuel P. Tora,
Import Contact
Tel:(965) 92-0626
Fax:(965) 92-5175
Product: tuna, lobster, squid, shark,
monkfish tails, smelt, shrimp, cod
roe, swordfish, flounder, plaice,
octopus, skate, turbot, salmon,
scallops

PESCADOS VIDELA, S.A.

Edif. Unifrisa
08040 Mercabarna,
Barcelona
Spain
Contact: Sra. Dª Montserrat Videla,
Import Contact
Tel:(93) 263-2790
Fax:(93) 263-2171
Product: fresh, chilled, dried, frozen,
dried, clams, periwinkles, lobster,
squid, crab, fish, seafood, monkfish
tails, smelt, halibut, shrimp,
gooseneck barnacles, octopus,
surimi, shark, sea scallops, other
seafood products

PESCAFINA, S.A.

Paseo de Rosales, 38
28008 Madrid
Spain

Contact: Sr. D. Rafael Marín,
Import Contact
Tel:(91) 542-2300
Fax:(91) 247-4719
Product: fresh, chilled, frozen, cod,
squid, dried, monkfish tails, smelt,
halibut, cod roe, swordfish, squid,
flounder, dried fish, plaice, octopus,
skate, frozen seafood, salmon, surimi
products

PESCANORTE, S.A.

C/Estacion, 28
20160 Lasarte,
Guipuzcoa
Spain

Contact: Sr. D. Francisco
Javier Abad, Buyer
Tel/Fax:(943) 36-1683
Product: fresh, chilled, frozen, eel,
dried eel, herring, tuna, cod, crab,
lobster, squid, monkfish tails, smelt,
haddock, halibut, shrimp, flounder,
pollock, swordfish, plaice, octopus,
skate, dried turbot, salmon, surimi,
scallops

PIPLA, S.A.

Aptdo. 49
36600 Villagarcia Arosa,
Pontevedra
Spain
Contact: Sr. D. Antonio Rey
Tel:(986) 50-0245
Fax:(986) 50-0292
Product: clams

SABATE HIJOS, S.A.

Mercado Central de Pescados,
puestos 54-55
08004 Barcelona
Spain
Contact: Sr. D. Juan Sabate
Tel:(93) 336-7761
Fax:(93) 336-7400
Product: live lobster

SEAFOOD IMPORT, S.L.

Edificio Bancos,
of. 56-58
08004 Barcelona, Spain
Contact: Sr.D. Alonso Sanchez Mena
Tel:(93) 335-8914
Fax:(93) 263-2725
Product: clams, tuna, cod, lobster,
squid, crab, haddock, smelt, halibut,
shrimp, roe, flounder, plaice,
octopus

SERPESKA, S.A.

Avda. de Andalucía, km. 11,300
28021 Madrid, Spain
Contact: Sr. D. Manuel Bejarano
Zafra

Tel:(91) 795-2211
Fax:(91) 797-8377
Product: tuna, cod, squid, monkfish
tails, smelt, halibut, shrimp, flounder,
gooseneck barnacles, swordfish,
plaice, octopus, salmon

SOCHAR, S.L.
 Apdo. 14
 36620 Villaneuva de Arosa,
 Pontevedra, Spain
 Contact: Carlos S. Miguens
 Tel:(986) 56-1110
 Fax:(986) 55-5190
 Product: clams, tuna, cod, squid,
 periwinkles, lobster, crab, haddock,
 monkfish tails, cod roe, flounder,
 swordfish, gooseneck barnacles,
 turbot, octopus, frozen/fresh
 salmon, sea scallops

SOCIEDAD FRANCO ESPAÑOLA DE SALAZONES
 Barrio Mendelu, s/n
 20280 Fuenterrabia, Guipuzcoa,
 Spain
 Contact: María Asunción Tojal
 Tel:(943) 641-004
 Fax:(943) 642-324
 Product: dry/wet salted cod

SOTOMAYOR BROKERS & ASOCIADOS
 Coruña, 24 7-H
 36211 Vigo, Pontevedra
 Spain
 Contact: José M. Sotomayor
 Tel:(986) 211-114
 Fax:(986) 210-359
 Product: fresh, frozen, chilled, clams,
 eel, herring, tuna, cod, lobster,
 squid, canned crab meat, halibut,
 shrimp, fish, seafood, roe, swordfish,
 gooseneck barnacles

SUPERMAR, S.A.
 Av. Pasajes de S. Pedro, 41
 Aptdo. 1,
 20110 Pasajes S. Pedro,
 Guipuzcoa, Spain
 Contact: D. Eusebio Lazcano
 Tel:(943) 39-8846
 Fax:(943) 39-8994
 Product: dry/wet salted cod

TALAFOD, S.L.
 Arrigunaga, 22-2º izq.
 48990 Algorta-Getxo,
 Vizcaya, Spain
 Tel/Fax:(94) 469-5007
 Product: dry/wet salted cod, frozen
 cod, Atlantic halibut

TICAS, INC.
 Pza. del Convento, 5,
 despacho 3
 03700 Denia, Alicante, Spain
 Tel:(96) 642-1324
 Fax:(96) 642-1353
 Product: herring roe, cod roe

VIVERO MIÑOTO
 Augusto G. Besada, 17-4B
 36700 Tuy, Pontevedra, Spain
 Tel:(986) 63-0450
 Fax:(986) 63-0450
 Product: clams, eel, periwinkles,
 crab, monkfish tails

CANADIAN EMBASSY
 35 Nunez de Balboa,
 28001 Madrid,
 Kingdom of Spain
 Apartado 587,
 Tel:(011-34-1) 431-4300
 Fax:(011-34-1) 431-2367
 Contact: Mr. Mike F. Crawcour

SWEDEN

Sweden, with a population of 8.7 million and a land area of 411,000 sq. km, has a coastline of about 2,600 kms, of which most is adjacent to the Baltic Sea and the Gulf of Bothnia. Both contain brackish water, of which the salinity is so low that it limits the fauna to salmonidae, eels, some freshwater fish and sea species such as herring, cod and flatfish. The most important fisheries are the North Sea where larger vessels operate.

Annual landings are in the range of 250,000 tons plus some 2300 from inland waters and another 6500 tons from aquaculture (primarily rainbow trout, salmon and eel). In addition, there is also a rather important recreational fisheries sector. Sweden ranks number 48 among the world's fishing nations. It plays a dual role in international seafood trade as a fairly large exporter (40% of Sweden's catch is landed abroad, primarily in Denmark) and also an important market for foreign suppliers. Sweden's trade balance in seafood is negative.

In 1992 the value of exports totalled about Cdn\$ 140 million, whereas imports (often more value-added products) amounted to Cdn\$ 500 million. Swedish per capita consumption of seafood is very high, 29.9 kg, representing 17.4 kg of fresh and frozen seafood and 12.5 kg of processed and preserved.

Canadian fish and seafood products enjoy an excellent market locally in Sweden and there should be possibilities to capture further market shares for various products such as cooked frozen shrimp (*Pandalus Borealis*) shell-on and shell-off (total imports are in the range of Cdn\$3 million), Pacific Salmon (primarily Pink), frozen fillets of Greenland halibut, grey sole, pollock etc., live lobster, freshwater fish roe (frozen and/or cured), eel (frozen gutted), herring (barrelled cured-fillets cut vinegar cured).

ABBA SWEDEN
 P.O. Box 113
 S-456 81 Kungshamn,
 Sweden
 Tel: 523-390 00
 Fax: 523-379 65
 Product: fresh, chilled, cod roe,
 lumpfish roe, barrelled cured,
 herring, other seafood products, raw
 material

AB LOBSTER
 Flyginfarten 1
 S-175 38 Järfälla,
 Sweden
 Tel: 8-760 28 50
 Fax: 8-621 12 88
 Product: frozen shellfish

AB SJ NORMAN
 Importorv. 23,
 S-121 73 Johanneshov,
 Sweden
 Tel: 8-9100 90
 Fax: 8-919991
 Product: frozen fish, shellfish

AQUA-MAT BJORN STRANDWITZ
 AB
 Nya Allen 6B,
 S-411 38 Gothenburg,
 Sweden
 Tel: 31-132500
 Fax: 31-138535
 Product: frozen, canned, dried,
 cured seafood

ARVID NORDQUIST HAB
 Box 1285,
 S-171 25 Solna,
 Sweden
 Tel: 8-7991800
 Fax: 8-294162
 Product: frozen, processed

ASTACUS SEAFOOD AB
 Ringovagen 33,
 S-417 07 Gothenburg,
 Sweden
 Tel: 31-513155
 Fax: 31-229029
 Product: frozen fish & shellfish,
 seafood

BJÖRK & MAGNUSSON AB
 Tornbornav. 32
 S-253 68 Helsingborg
 Sweden
 Tel: 42-296050
 Fax: 42-296060
 Product: frozen fish & shellfish,
 seafood

BO E. SJÖSTRÖM TRADING
 Box 462
 S-123 04 Farsta 4,
 Sweden
 Tel: 8-93 15 16
 Fax: 8-93 15 16
 Product: frozen, canned, processed
 seafood

DAGAB AB
 Anderstorpsvagen 22
 S-171 78 Solna,
 Sweden
 Tel: 8-7344200
 Fax: 8-826405
 Product: frozen fish, processed
 shellfish

EXCLUSIVE FOOD AB
 August Barks Gata 21
 S-421,
 32 V. Frölunda
 Sweden
 Tel: 31-471471
 Fax: 31-477407
 Product: seafood

FELDTS FISK & SKALDJUR
 Sandbogen
 S-456 31 Kungshamn
 Sweden
 Tel: 523-707 00
 Fax: 523-707 55
 Product: fish, frozen fish, frozen
 shellfish, other frozen seafood
 products

FEST AB
 Box 23
 S-456 21 Kungshamn
 Sweden
 Tel: 523-32726
 Fax: 523-708 00
 Product: frozen shellfish, fresh and
 frozen salmon, lobster, crab,
 mussels, lumpfish roe

FISCOMAR AB
 S. Kyrkog. 7
 S-251 14 Helsingborg
 Sweden
 Tel: 42-180100
 Fax: 42-187815
 Product: frozen seafood, fish,
 shellfish

FISK I NORR AB
 Hammarv. 32
 S-943 36 Öjebyn
 Sweden
 Tel: 911-603 00
 Fax: 911-600 00
 Product: frozen Pacific salmon, IQF
 cooked shrimp shell-on, shell-off,
 fish, seafood

FRIFOOD AB
 Box 5223
 S-402 24 Gothenburg,
 Sweden
 Tel: 31-359750
 Fax: 31-359755
 Product: fresh, frozen, seafood, fish,
 other products

HAVSPRODUKTER-SEAFOOD
 Box 6115,
 S-600 06 Norrkoping,
 Sweden
 Tel: 11-197490
 Fax: 11-168840
 Product: frozen seafood, frozen fish,
 frozen shellfish, other frozen seafood
 products

HÅLLÖFISK AB
 S-450 43 Smögen
 Sweden
 Tel: 523- 324 20
 Fax: 523-325 27
 Product: frozen shellfish, shellfish
 meat

ICA PARTIHANDEL
 Buying Division
 Overseas Products
 Box 888,
 S-161 24 Bromma,
 Sweden
 Tel: 8-7997000
 Fax: 8-285732
 Product: frozen and processed
 seafood

JO FOOD AB
 Box 8959,
 S-402 74 Gothenburg,
 Sweden
 Fax: 31-232467
 Tel: 31-235055
 Product: frozen fillets, frozen halibut,
 frozen, lobster, frozen shrimp, other
 seafood products

LGB-SEAFOOD AB
 BOX 47003
 S-100 74 Stockholm,
 Sweden
 Tel: 8-185300
 Fax: 8-7445950
 Product: frozen fish and shellfish

MALINS FISK AB
 Fiskhamnsg.,
 S-414 58 Gothenburg,
 Sweden
 Tel: 31-427150
 Fax: 31-129750
 Product: frozen fish and shellfish, live
 lobster, processed seafood
 products, value-added

OLOFSSON & ANLSTROM FISK AB
 Fiskhamnsg.,
 S-414 58 Gothenburg,
 Sweden
 Tel: 31-129610
 Fax: 31-425955
 Product: fresh and frozen seafood

SANNAS RAKOR AB
 S-457 00 Tanumshede,
 Sweden
 Tel: 525-22165
 Fax: 525-22535
 Product: IQF cooked shrimp,
 shell-off, shell-on

SEA COLD FOOD AB
 Hallmästar. 2-8
 S-121 62 Johanneshov
 Sweden
 Tel: 8-399500
 Fax: 8-390035
 Product: frozen seafood, fish &
 shellfish

SEAFOOD HOUSE AB

Grosshandlarv. 1
S-121 73 Johanneshov,
Sweden
Tel:8-7223080
Fax:8-912737
Product:Frozen shellfish & fish

SEJRBO & SON AB

2359 Dymolan
S-264 00 Klippan,
Sweden
Tel:435-15201
Fax:435-18400
Product: frozen eel

SKANDIAKONSERV AB

Box 14,
S-453 00 Lysekil,
Sweden
Tel:523-13000
Fax:523-11308
Product: fish, seafood

UHLEN & NORD AB

Brunnbyvagen 20,
S-121 73 Johanneshov,
Sweden
Tel: 8-910430
Fax:8-918022
Product: frozen fish, processed
shellfish, other seafood products

SMÖGENS KONSERVFABRIK

Mästarv. 8
S-695 41 Strängnäs
Sweden
Tel: 152-160 70
Fax: 152-101 95
Product: frozen shellfish

CANADIAN EMBASSY

Tegelbacken 4, 7th Floor,
S-103 23 Stockholm,
Kingdom of Sweden
P.O. Box 16129,
Tel:(011-46-8) 613-9900
Fax:(011-46-8) 24-24-91
Contact: Mrs. Ulla Hansson

SWITZERLAND

The territory of Switzerland and the Principality of Liechtenstein largely depend on fish imports as local production only covers about 9% of total consumption. The per capita consumption of fish, crustaceans and molluscs amounts to approximately 7.7 kilograms per year. Total imports of fish including canned and processed fish in 1992 were 49,068 metric tons, a 3 % decrease as against 1991. Imports from Canada in 1992 amounted to 2,289 metric tons or 13% less than in 1991.

Despite heavy competition from European (particularly Scandinavian) and overseas countries, good prospects continue to exist for the following species; Canadian pacific and Atlantic frozen salmon both wild and farmed, frozen and fresh fillets of yellow perch, live and frozen lobster, canned and frozen shrimps, canned salmon and frozen cod. Other species like walleye-pickerel, pike etc. are known here but imported quantities are still very small.

CASIC
 Purchasing organization for
 comestibles
 Münchensteinerstr. 83
 CH-4002 Basel
 Switzerland
 Tel:(61) 331 27 27
 Fax:(61) 331 26 12
 Contact: Ms. Claudine Grollimund
 Product: Perch, Pike, Perch-pike
 fillets (fresh and frozen), Salmon
 (frozen), Cocktail Shrimp, Other
 Seafood Products, Alaska King Crab
 Meat, Lobster, Cod

Federation of Migros Cooperatives
 Limmatstrasse 152
 CH-8005 Zurich
 Switzerland
 Tel:(1) 277 24 35
 Fax:(1) 277 25 25
 Contact: Mr. H. Heizelmann
 Product: Fresh, Frozen, Fish, Cod,
 Salmon, Shrimp, Halibut, Perch
 Fillets, Lobster, Other Seafood
 Products

Stadel-Fischimport
 Inh. Wohlwender & Siegrist
 Wallstr. 11
 CH-4002 Basel
 Switzerland
 Tel:(61) 272 25 15
 Fax:(61) 272 25 20
 Contact: Mr. Othmar Wohlwender
 Product: Perch Fillets (fresh/frozen),
 Salmon (frozen), Shrimp, Ocean
 Perch (frozen)

Movenpick Produktions AG
 Zurichstrasse 77
 CH-8134 Adliswil, Switzerland
 Tel:(1) 712 22 22
 Fax:(1) 710 14 41
 Contact: Mr. Ernest Bohl
 Product: Salmon

TOP COQ S.A.
 Neudorfstr. 90
 CH-4002 Basel, Switzerland
 Tel:(61) 322 18 88
 Fax:(61) 322 88 37
 Contact: Mr. Walter Herrlich
 Product: Perch Fillets (fresh/frozen),
 Salmon, Cocktail Shrimp

MEP SA
 P.O. Box 21
 CH-1267 Coinsins/VD
 Switzerland
 Tel:(22) 364 05 05
 Fax:(22) 364 08 08
 Contact: Mr. Marcel Perrenoud
 Product: Shrimp, Perch Fillets,
 Salmon

Frionor AG
 Peter Merian-
 Strasse 45
 CH-4002 Basel
 Switzerland
 Tel:(61) 271 28 30
 Fax:(61) 272 18 36
 Contact: Mr. Max Schmid,
 Import Contact
 Product: Perch, River Perch, Shrimp,
 Fresh, Frozen, Seafood, Fish

Dyhrberg AG
 Solothurnerstrasse 40
 CH-4710 Klus/Balsthal
 Switzerland
 Tel:(62) 71 40 71
 Fax:(62) 71 37 75
 Contact: Mr. L. Belser
 Product: Salmon, Eel, Seafood

Delfish AG
 Hauptstrasse
 CH-9556 Affeltrangen, Switzerland
 Tel:(73) 45 14 77
 Fax:(73) 45 15 54
 Contact: Mr. J. Knellwolf
 Product: Salmon

Indu-Farm AG
 Parkweg 35, P.O. Box 3356
 CH-4002 Basel, Switzerland
 Tel:(61) 272 95 08
 Fax:(61) 292 95 67
 Contact: Mr. P.O. Fehlmann
 Product: Perch Fillets (frozen), Pike
 Fillets, Walleye Fillets, Arctic Char
 Steaks, Fillets

Corema Frozen Seafoods S.A.
 56, route de Satigny, case post. 46
 CH-1242 Satigny-Geneva, Switzerland
 Tel:(22) 785 55 33
 Fax:(22) 785 55 59
 Contact: Edmond E. Montan
 Product: Shrimp, Greenland Turbot,
 Ocean Perch, Cod Fillets, Snow
 Crab, Cooked Lobsters, Perch and
 Perch Fille, Northern Pike and Fillets,
 Sauger Fillets, Walleye

Connessa S.A.
Laufenstrasse 12
CH-4053 Basel
Switzerland
Tel:(61) 331 68 68
Fax:(61) 331 14 53
Contact: Mr. Fritz Paul
Product: Live Lobster, White Perch
Fillets

Siber Hegner Raw Materials
Produce Dept.
Wiesenstr. 8
CH-8022 Zurich
Switzerland
Tel:(1) 386 73 20
Fax:(1) 383 16 63
Contact: Mr. Alfred Blattman
Product: Perch, Pickerel

Mulhaupt Comestibles
ch. des Planchettes 5
CH-1032 Romanel, s/Lausanne
Switzerland
Tel:(21) 731 43 43
Fax:(21) 731 43 58
Contact: Max & Jean Mulhaupt
Product: White Halibut (fresh)

Pizoler Spezialitäten
Im Tiefriet
CH-7320 Sargans
Switzerland
Tel:(81) 723 01 61
Fax:(81) 723 27 18
Contact: Mr. E. Ospelt Hafner,
Import Contact
Product: Salmon

Bonfrais Bongel S.A.
route des Acacias 36
CH-1227 Carouge /GE
Switzerland
Tel:(22) 342 22 44
Fax:(22) 300 12 77
Contact: A. Causal,
Import Contact
Product: Perch Fillets, Shrimp,
Salmon, Lobster

Lobstair AG
Langwattstr. 27
CH-8125 Zollikerberg, Switzerland
Tel:(1) 391 91 60
Fax:(1) 391 27 96
Contact: Mr. Claude Haari
Product: Live Lobster, Other
Seafood Products

Gottfr. Hirtz AG
Food Imports, Im Schossacker 9
CH-8600 Dubendorf, Switzerland
Tel:(1) 821 12 21
Fax:(1) 821 12 90
Contact: Beat Hirtz
Product: Fresh, Frozen, Fish,
Seafood, Canned Lobster, Crabmeat:
King, Queen and Snowcrab, Other
Crustacean Products

Gustav Gerig AG
Hardturmstrasse 169
CH-8005 Zurich, Switzerland
Tel:(1) 271 32 40
Fax:(1) 271 30 14
Contact: Mr. Peter Baldinger
Product: Canned Lobster, Shrimp,
Prawns, Fish, Seafood

CIDIAL S.A.
Av. Adrien-Jeandin 31
CH-1226 Genève-Thônex
Switzerland
Tel:(22) 349 13 00
Fax:(22) 349 13 50
Contact: Felix Länzlinger,
Import Contact
Product: Variety of Seafood fresh,
frozen, smoked

Mr. A. Mittler
Hallenstr. 10
CH-4104 Oberwil,
Switzerland
Tel:(61) 401 14 90
Fax:(61) 401 14 93
Contact: Mr. A. Mittler,
Owner & Import Contact
Product: Perch Fillets

COOP SCHWEIZ
Thiersteinerallee 14
CH-4056 Basel
Switzerland
Tel:(61) 336 66 66
Fax:(61) 336 60 40
Contact: Mr. Hans Sutter
Product: Salmon

Gefluegel- & Wildimport AG
Neudorfstr. 90
CH-4056 Basel
Switzerland
Tel:(61) 322 44 11
Fax:(61) 322 55 51
Contact: Mr. J.A. Frei
Product: Fresh, Frozen, Salmon,
Grey Sole Fillets, Perch Fillets

Magazine zum Globus
Eichstrasse 27
CH-8045 Zurich
Switzerland
Tel:(1) 455 21 11
Fax:(1) 463 35 02
Contact: Mr. F. Wey
Product: Seafood, Fish, Other
Products

Covin AG
Hardturmstrasse 821
CH-8037 Zurich,
Switzerland
Tel:(1) 271 31 21
Fax:(1) 272 90 60
Contact: Benito Barrientos
Product: Frozen Perch, Giant
Shrimp, Tuna, Cod Fish

Brasilona S.A.
rue du Chable-Bet 12
CH-1920 Martigny
Switzerland
Tel:(26) 23 13 33
Fax:(26) 23 13 55
Contact: Mr. Kurt Schaeerer
Product: Yellow Lake Perch, IQF
fillets (skin on), Cod, Flounder,
Greysole, Shrimp, Greenland Turbot,
Salmon

SWISSAIR
SCWO - Purchasing
CH-8058 Zurich, Switzerland
Tel:(1) 812 12 12/812 61 47
Fax:(1) 810 82 48
Contact: Fernand Steiner
Product: Salmon Fillets

Pierrot-Friola S.A.
Société de distribution
Forelstr. 1 - 3
CH-3072 Ostermundingen
Switzerland
Tel:(31) 930 31 11
Fax:(31) 930 31 50
Contact: Franz Hadorn
Product: Perch Fillets (frozen)

Frisco-Findus AG
CH-9400 Rorschach, Switzerland
Tel:(71) 40 11 55
Fax:(71) 41 28 59
Contact: Mr. Felix Graf
Product: Cod, Alaska Pollock, Hake, Processed Blocks

Hugo Dubno AG
Hardturmstr. 169
CH-8005 Zurich
Switzerland
Tel:(1) 271 48 77
Fax:(1) 271 92 90
Contact: Mr. Guido Meier
Product: Salmon (fresh, frozen and smoked)

Prodial S.A.
rue Peillonnex 31
CH-1225 Chêne-Bourg
Switzerland
Tel:(41-22) 348 81 38
Fax:(41-22) 348 83 13
Contact: Mr. Roger Sitbon
Product: Salmon

Orca Import-Export
Chemin Dauphine 45
CH-1291 Commugny
Switzerland
Tel:(41-22) 776 02 10
Fax:(41-22) 776 02 13
Contact: Mr. P. Groenendijk
Product: Perch, Frozen Lobster

Delitrade S.A. (Fideco)
Länggasse 255
CH-3280 Murten, Switzerland
Tel:(37) 72 21 85
Fax:(37) 72 21 01
Contact: Mr. Roland Stoller
Product: Perch Fillets, Salmon

Michel Comestibles AG
Staedtzentrum Unterseen
CH-3800 Interlaken, Switzerland
Tel:(36) 22 12 12
Fax:(36) 23 21 58
Contact: Mr. Arne van Grondel
Product: Fresh and Frozen Fish, Fish Product, Lobster, Clam, Cod, Shrimp

Kingstar AG
Gewerberheinlehne
CH-4133 Schweizerhalle
Switzerland
Tel:(61) 821 02 02
Fax:(61) 821 04 23
Product: Fresh, Frozen Pacific Salmon, Fresh Wild Salmon

Import & Trade with Seafood
Schurbachstr 10a
CH-8134 Adliswil
Switzerland
Tel:(1) 710 88 74
Fax:(1) 710 79 88
Contact: Hermann Oeschger
Product: Yellow Lake Perch, Seafood

Traitafina AG
CH-5600 Lenzburg
Switzerland
Tel:(64) 59 21 21
Fax:(64) 59 22 51
Contact: Mr. Heinz Stämpfli
Product: Frozen Yellow Lake Perch Fillets, Frozen Pickerel

Staire Corp
Weberstrasse 8
8800 Thalwil,
Switzerland
Tel:(1) 722 18 70
Fax:(1) 722 18 70
Contact: Mr. John O Styffe
Product: Seafood

Vancouver-Wildlachs
Hochfeldstrasse 32
CH-3012 Bern, Switzerland
Tel:(31) 24 12 07
Contact: P. Skubican-Sterchi
Product: Salmon (fresh, frozen and smoked), Sockeye-Roe

Marchandisage Market
case postale 53
CH-1241 Puplinge/GE
Switzerland
Tel:(22) 349 67 14
Fax:(22) 349 61 75
Contact: F. Rampony
Product: Seafood, Salmon, Tunny, Sole, Cod

Morlend Trading Ltd
Via Pioda 12, P.O. Box 3133
CH-6901 Lugano, Switzerland
Tel:(91) 23 37 14
Fax:(91) 22 73 78
Contact: Alfred A. Riebenfeld
Product: Seafood

Grand Comestibles
rue Caroline 20
1227 Carouge /GE
Switzerland
Tel:(22) 342 57 40
Fax:(22) 343 40 82
Contact: Marco Mermoux
Product: Lobster, Fresh Fish

Doerig & Brandl
Gaswek Areal, Ballonstr. 24
CH-8952 Schlieren
Switzerland
Tel:(1) 730 52 53
Fax:(1) 730 64 51
Contact: Mr. Hunziker
Product: Live Lobster

G. Bianchi AG
Comestibles, Marktgasse 3
CH-8001 Zurich,
Switzerland
Tel:(41-1) 261 70 90
Fax:(41-1) 262 26 68
Contact: Mr. G. Bianchi,
Import Contact
Product: Live Lobster, Fish

Progin Poissons S.A.
Fbg de l'Hôpital 36
CH-2000 Neuchâtel
Switzerland
Tel:(41-38) 31 60 16/25 17 75
Fax:(41-31) 31 60 16
Contact: Mr. J. Progin
Product: Perch (whole), Fillets

Stutzer & Co
Seminarstrasse 28
CH-8048 Zurich, Switzerland
Tel:(1) 361 46 77
Fax:(1) 363 00 95
Contact: Mr. Jakob Mock
Product: Frozen Seafood

Hans Fricker & Co
Herrengütlstrasse 25
P.O. Box
CH-8304 Wallisellen
Switzerland
Tel:(1) 830 56 26
Fax:(1) 830 59 29
Contact: Mr. Franz Fricker
Product: Smoked Salmon, Caviar,
Fish Roe

Eagelet Corporation Ltd
Nauenstrasse 65, P.O. Box
CH-4002 Basel, Switzerland
Tel:(61) 272 53 55
Fax:(61) 272 53 77
Contact: Mr. Früh
Product: Smoked Salmon, Fish Roe,
Seafood

Zimmermann AG
P.O. Box 340, Pâquieres 22
CH-2072 St-Blaise
Switzerland
Tel:(38) 33 88 08
Fax:(38) 33 39 36
Product: Salmon, Perch, Lobster,
Salt Fish, Blue-shark, Crab,
Sauger/Canadian Pike

CANADIAN EMBASSY
Kirchenfeldstrasse 88,
CH-3005 Berne,
Switzerland
Tel:(011-41-31) 352-63-81
Fax:(011-41-31) 352-73-15
Contact: J. E. Schwartzburg

UNITED KINGDOM

Britain is an active and mature market for seafood products, but a rewarding market for those Canadian firms who are competitive and persistent in approaching the market with a view towards the long-term. Over half of the fresh and frozen fish reaching the consumer market in the U.K. does so through retail sales, with the balance used by the foodservice sector. As with other food sales, the retail sector is becoming increasingly dominated by supermarkets, referred to as multiple retailers. However, traditional fishmongers still play a very important role in wet fish sales. Supermarkets provide for over half the trade in frozen fish, with freezer centres taking slightly less than 20%. For fresh fish, fishmongers have close to half the trade and supermarkets about one-quarter, with all other users providing the remaining 25% demand. There are five major supermarket groups: Sainsbury, Tesco, Asda, Gateway and the Argyll group which incorporates Safeway. Supermarkets represent very powerful buyers as they account for over 80% of all food expenditures in the United Kingdom. Purchasing is handled centrally, thus making it difficult for firms other than large suppliers to service their requirements directly.

In addition to dockside wholesale fish markets, there are inland fish markets with the most notable being Billingsgate in London. Independent retailers such as fishmongers, proprietors of market stalls, and mobile sales vans, all purchase directly from local markets, but the supermarkets do so only to a limited extent. Restaurants are the other main customers of wholesale markets, especially Billingsgate. However, there are a number of specialty companies based outside the markets who deliver fresh and frozen fish to foodservice outlets. Higher prices may sometimes be obtained by exporters by selling to these specialty firms rather than through intermediary fish traders. At all ends of the market, tastes remain loyal to traditional species like cod, haddock, sole and plaice, but, there is a growing willingness to consume a greater variety of seafood species. Due to increases in price for traditional species, international travel and foreign influences generally, there is a more diversified approach to seafood preparation in the home. These trends are also noticeable throughout the restaurant trade, especially in the more affluent southern and eastern areas of the United Kingdom. Consumers are offered a wide selection of imported seafood species in restaurants and this has influenced demand for imported products.

Birds Eye Walls Ltd
Station Avenue
Walton-on-Thames
Surrey KT12 1NT, U.K.
Tel: (0932) 228 888
Fax: (0932) 263 608
Contact: G Zurlutter
Product: frozen cod

Icelandic Freezing Plants Ltd
Estate Road No 2
S. Humberside Indust. Estate
Grimsby, U.K.
South Humberside DN31 2TG
Tel: (0472) 344 181
Fax: (0472) 356 036
Product: frozen cod

Freebooter Seafoods Ltd
Gothernbury Way
Sutton Fields Industrial Estate
Kingston-upon-Hull,
United Kingdom
North Humberside HU8 0YJ
Tel: (0482) 831 176
Fax: (0482) 878 333
Product: frozen cod

Marine Fisheries Ltd
South Esplande West
Aberdeen, Scotland AB1 3AA
United Kingdom
Tel: (0224) 875 803
Fax: (0224) 898 807
Contact: A Main
Product: frozen haddock, frozen cod

Faroe Seafood Comapny Limited
Estate Road 5
South Humberside Ind., Grimsby
South Humberside DN31 2TG
United Kingdom
Tel: (0472) 361 251
Fax: (0472) 355 368
Contact: P Tappin
Product: frozen cod, fish, seafood

Nor-Sea Foods Ltd
Broadfold Road, Bridge of Don
Aberdeen, Scotland AB2 8EE
United Kingdom
Tel: (0224) 703 222
Fax: (0224) 822 802
Contact: John Kelly
Product: frozen cod, frozen herring

Pacitti Marketing
17 Palmerston Road
Aberdeen AB1 2QP
United Kingdom
Tel: (0224) 575 252
Fax: (0224) 574 405
Contact: D Pacitti
Product: frozen cod, fish, seafood

Macfish Ltd
Watermill Road, Fraserburgh
Aberdeenshire AB43 5HE
United Kingdom
Tel: (0346) 513741
Fax: (0346) 515902
Contact: A Robertson
Product: herring, cod, haddock

Crown Seafoods
Auckland Road, Fish Docks,
Grimsby
South Humberside DN31 3RP
United Kingdom
Tel: (0472) 250244
Fax: (0472) 250219
Contact: T Hogg
Product: frozen white fish

McPhee Ltd Stand 21/26, Fishmarket Blochairn Road Glasgow G21 2DX, United Kingdom Tel:(041) 952 6910 Fax:(041) 952 1941 Product: all white fish	Wirral Seafoods 15-21 Cathcart Street Birkenhead Merseyside L41 3NF United Kingdom Tel:(051) 647 8482 Fax:(051) 666 1672 Contact: Colin McDonald Product: welks, other shellfish	Stevens & Brotherton Ltd S & B House, 2 Vincent Close Knoll Rise, Orpington Kent BR6 0XG United Kingdom Tel:(0689) 877799 Fax:(0689) 890790 Contact: Paddy Hoban Product: canned salmon
Connors Seafoods Ltd Boddam, Peterhead Aberdeenshire AB42 7AU United Kingdom Tel:(0779) 478991 Fax:(0779) 471014 Contact: A Scattery Product: frozen white fish	Buckingham & Lloyd's Ltd 91 Old Brompton Road London SW7 3LD, United Kingdom Tel:(071) 581 5375 Fax:(071) 584 1033 Contact: Micky Jacobs Product: live scallops, frozen	Princes Foods Ltd Royal Liver Building Pier Head, Liverpool L3 1NX United Kingdom Tel:(051) 236 9282 Fax:(051) 236 1057 Contact: N J Spruyt Product: salmon, lobster
F Smales & Son Merchants West Dock Street Hull HU3 4HL, United Kingdom Tel:(0482) 24997 Fax:(0482) 23765 Contact: Colin Smales Product: fresh/frozen fish	Champion Seafoods Ltd Elizabeth House, 20 School R Tilehurst, Reading Berks RG3 5AL, United Kingdom Tel:(0734) 451563 Fax:(0734) 451548 Contact: Chris Champion Product: scallops	Marks & Spencer Plc Michael House, Baker Street London W1A 1DN United Kingdom Tel:(071) 935 4422 Fax:(071) 268 2703 Contact: Jill Bruce/Philip Kent Product: canned salmon
Tom Darwood Ltd Steven House, Cross Street Fish Docks, Grimsby South Humberside, United Kingdom Tel:(0472) 356711/349939 Fax:(0472) 240941 Contact: Tom Darwood Product: frozen plaice, frozen cod, frozen haddock	Anchor Seafoods Ltd Devonshire House, Handcross West Sussex RH17 6BJ United Kingdom Tel:(0444) 400 363 Fax:(0444) 400 949 Contact: Edwin Young Product: shellfish, herring milts	Hollis Mercantile Old Rectory, Muckingwhard R Mucking, Stanford Le Hope Essex SS17 0RN, United Kingdom Tel:(0375) 361 999 Fax:(0375) 360 761 Contact: B Hollis Product: canned fish
West Country Seafoods No 3 Depot, Novacold Ltd Estover Road, Plymouth Devon, United Kingdom Tel:(0752) 785515/6/7 Fax:(0752) 785518 Contact: David Kinver Product: salmon, cod, codtails, shrimp	John West Foods Ltd West House, Bixteth Street Liverpoole L3 9SR, United Kingdom Tel:(051) 236 8771 Fax:(051) 236 5465 Contact: Graham Bell Product: canned salmon, herring, crab, sardines	Sainsbury's Plc Stamford House, Stamford St. London SE1 9LL, United Kingdom Tel:(071) 921 6000 Fax:(071) 921 6462 Contact: Gareth Davies Product: canned salmon
Simson's Fisheries Imperial House, Redlands Coulson, Surrey CR5 2HT United Kingdom Tel:(081) 668 0931 Fax:(081) 668 2396 Contact: Tim Lucas Product: live scallops, live lobster	Wm. Morrison Supermarkets Wakefield 41 Industrial Park Wakefield West Yorkshire WF2 0XF United Kingdom Tel:(0924) 821 218 Fax:(0924) 821 250/60 Product: canned salmon	Safeway Plc 6 Millington Road Hayes, Middlesex UB3 4AY United Kingdom Tel:(081) 848 8744 Fax:(081) 573 1865 Contact: Jim Waller Product: canned salmon

Asda Stores Ltd
 Asda House, Southbank
 Great Wilson Street
 Leeds LS11 5AD
 United Kingdom
 Tel:(0532) 435 435
 Fax:(0532) 418 666
 Product: canned fish

Tesco Stores Ltd
 Tesco House, Delamare Road
 Cheshunt, Waltham Cross
 Herts EN8 9SL
 United Kingdom
 Tel:(0992) 632222
 Fax:(0992) 644894
 Contact: David Simons
 Product: canned fish

Scp-Fro
 Merchants House, 30 George Square
 Glasgow G2 1EG, United Kingdom
 Tel:(041) 248 7717
 Fax:(041) 221 7524
 Contact: Sonja Stewart
 Product: canned salmon

John Kelly (Fish Curers) Ltd
 Newhaven Place, Edinburgh,
 Scotland EH6 4LX, United Kingdom
 Tel:(031) 552 4222
 Fax:(031) 551 3152
 Contact: Tom Kelly
 Product: herring milts, herring

G S Ballard & Sons
 George St East, North Shields
 Tyne & Wear, United Kingdom
 Tel:(091) 257 0009
 Fax:(091) 257 2898
 Contact: Keith Johnson
 Product: herring, herring products,
 mackerel

Neptune (Fish Export) Ltd
 North Esplande East
 Aberdeen,
 Scotland AB1 2Qy
 United Kingdom
 Tel:(0224) 211 777
 Fax:(0224) 211 668
 Contact: Ian McFadden
 Product: herring

C M Roach Ltd
 74/76 English Street
 Hull, North Humberside
 United Kingdom
 Tel:(0482) 24511
 Fax:(0482) 20554
 Product: halibut, herring, herring
 products, salmon

Shellfresh Seafoods
 Watling Street
 Nr. Hinkley, Leics
 United Kingdom
 Tel:(0445) 632 481
 Fax:(0445) 250 861
 Contact: David Freeman
 Product: live lobster

Ramus Seafoods
 Ocean House
 Kings Road, Harrogate
 Yorks. HG1 9XX, United Kingdom
 Tel:(0423) 563 271
 Fax:(0423) 531 040
 Contact: Chris Ramus
 Product: specialty seafoods

Leathams Larder
 Leathams Larder Ltd
 1 Bethwin Road, Camberwell
 London SE5 0YJ, United Kingdom
 Tel:(071) 703 7031
 Fax:(071) 701 2376
 Contact: Chris Waters
 Product: specialty seafood

Petty Wood And Co Ltd
 P O Box 66, Livingstone Road
 Andover, Hampshire SP105LA
 United Kingdom
 Tel:(0264) 345 500
 Fax:(0264) 332 025
 Contact: John Stokes
 Product: specialty seafoods, canned
 salmon

W G White Ltd
 68 Churchfield Road
 London W3 6DL, United Kingdom
 Tel:(081) 992 8764
 Fax:(081) 993 2060
 Contact: John Stas
 Product: caviar

C J Newnes & Partners
 73 Billingsgate Market
 Trafalgar Way
 London E14 5TQ
 United Kingdom
 Tel:(071) 515 0793
 Fax:(071) 538 4614
 Contact: C J Newnes
 Product: fresh fish

Barneys Of Aldgate
 55a Chamber Street
 London E1 8BL
 United Kingdom
 Tel:(071) 481 2177
 contact: Mark Button
 Product: eels

F R Bradley (Feltham) Ltd
 Glenthorne, 166 Bedford Lane
 Feltham, Middlesex TW14 9NJ
 United Kingdom
 Tel:(081) 890 3169
 Fax:(081) 751 0627
 Contact: Mr Bradley
 Product: eels, shellfish

L & D Hart
 13 Billingsgate Market
 London E14 5ST
 United Kingdom
 Tel:(071) 515 2495/3146
 Fax:(071) 515 3367
 Contact: B Charlesley
 Product: eels, halibut, shrimp

Micks Eel Supply
 14 Billingsgate Market
 London E14 5ST, United Kingdom
 Tel:(071) 515 2249
 Fax:(071) 538 9936
 Contact: M Jenryck
 Product: eels

Lyons Seafood
 Barrow House, Bishopstrow
 Warminster, Wiltshire
 BA129HU, United Kingdom
 Tel:(0985) 214 565
 Fax:(0985) 213 710
 Contact: Stephen Geddes
 Product: frozen lobster, shrimp,
 shellfish

R and A Seafoods Ltd 33 Manor Road, Wallington Surrey SM6 0BW United Kingdom Tel:(081) 669 8137 Fax:(081) 773 0164 Contact: D Ashton Product: salmon, specialty seafoods, frozen cod	Clouston Foods (Europe) Ltd 924 Oxford Road Tilehurst, Reading Berkshire RG3 6TB United Kingdom Tel:(0734) 425 544 Fax:(0734) 410 051 Contact: P Byrne Product: frozen snow crab meat, lobster, value-added seafood, scallops, shrimp, fish, seafood	Bluecrest Foods Ltd Ladysmith Road, Grimsby South Humberside DN32 9TN United Kingdom Tel:(0472) 344821 Fax:(0472) 250541 Contact: Andrew Beeken Product: frozen cod fillets
Bards Smoked Salmon Ltd 2 Salamans Way Ferry Lane, Rainham Essex RM13 9UL United Kingdom Tel:(07085) 22533 Fax:(07085) 20735 Contact: J Bard Product: smoked salmon, frozen salmon	H S Fishing Co Ltd Sutton Road Great Yarmouth Norfolk NR30 3NA United Kingdom Tel:(0493) 858 119 Fax:(0493) 859 517 Contact: David Eastwood Product: frozen salmon, pickled herring	Youngs Chilled Foods Estate Road No 1 South Humberside Industrial Estate Grimsby South Humberside DN31 2TB United Kingdom Tel:(0472) 344111 Fax:(0472) 342623 Contact: Graham Charlton Product: frozen salmon, shrimp, scallops, white fish, lobster
Ross Young Ltd Ross House Wickham Road, Grimsby South Humberside DN31 3SW United Kingdom Tel:(0472) 359111 Fax:(0472) 365170 Contact: Richard Whateley Product: shrimp, frozen salmon, lobster, cod	Sea Products International Wholesale Market Precinct Pershore Street Birmingham B5 6UU United Kingdom Tel:(021) 622 5111 Fax:(021) 622 6123 Contact: Oliver Giblin Product: herring milts, all frozen seafood, fish, crustaceans	Rowan Ash Road South Wrexham Industrial Estate Wrexham, Clwyd United Kingdom Tel:(0978) 661 966 Fax:(0978) 661 297 Contact: Jim McLinden Product: frozen salmon
Eurosea Ltd 4a Comet House Calleva Park Aldermaston, Reading Berks RG7 4QW United Kingdom Tel:(0734) 817 241 Fax:(0734) 816 433/819 766 Contact: John Hiscock Product: herring milts, frozen salmon, halibut, shrimp	Alastair Watson & Co Ltd 15 Torquay Street London W2 5EJ United Kingdom Tel:(071) 266 3794 Fax:(071) 266 2659 Contact: Andrew Moffat Product: canned seafood, frozen seafood	Aqua Scot Marketing Alness Highland Scotland IV17 0XS United Kingdom Tel:(0349) 884424 Fax:(0349) 882176 Contact: Dennis Overton Product: frozen salmon
Auscot Ltd North House, Northgrove Road Kawkhurst, Kent TN18 4AP United Kingdom Tel:(0580) 753 802 Fax:(0580) 752 770 Contact: W G Greig Product: frozen salmon, cod, shrimp, herring, halibut	Britfish Ltd Freightliner Road Hessle Road, Hull North Humberside HU3 4UW United Kingdom Tel:(0482) 224458 Fax:(0482) 29170 Contact: Tony Wilson Product: minced salmon blocks	Iceland Freezer Food Centre Head Office 7 Parr Road Honeypot Lane, Stanmore Middlesex HA7 1LE United Kingdom Tel:(081) 951 1313 Fax:(081) 952 3577 Contact: Frances Clipperton Product: frozen lobster, frozen shrimp

Fastnet Fish Ltd
 Fastnet House
 Alexandra Chamber
 Flour Square
 Grimsby
 South Humberside
 United Kingdom
 Tel:(0472) 240 777
 Fax:(0472) 241 052
 Contact: P J Doswell
 Product: trading company, cod, groundfish, skate wings, dogfish, all seafood

Marr frozen Foods Ltd
 102 Gillett Street
 Hull HU3 4JG
 United Kingdom
 Tel:(0482) 26563
 Fax:(0482) 227635
 Contact: Peter Berry
 Product: frozen lobster, frozen shrimp

L & D Hart Ltd
 42 Willerton Close
 Shawcross, Dewsbury
 West Yorkshire WF12 7SH
 United Kingdom
 Tel:(0924) 465606
 Fax:(0924) 468397
 Contact: Duncan Scholfield
 Product: shrimp, halibut, squid, herring milt

Angel Lane Shellfish
 97 Cannon Workshops
 Isle of Dogs, London E15
 United Kingdom
 Tel:/Fax:(071) 987 0338
 Contact: Mark Harvey
 Product: live eels, frozen eels, shellfish

Pinneys Shellfish Ltd
 Bridgekirk, Annan,
 Dumfries,
 Scotland TG12 5LP
 United Kingdom
 Tel:(0576) 300401
 Fax:(0576) 300466
 Contact: Nick Keen
 Product: shellfish

Glenrose (Fish Merchants) Ltd
 West Dock St., Hull,
 North Humberside. HU3 4HH
 United Kingdom
 Tel:(0482) 26808
 Fax:(0482) 226 718
 Tlx: 527266
 Contact: P J Rose
 Product: cod

C H Nye Limited
 53 New Billingsgate Market
 London E14
 United Kingdom
 Tel:(071) 515 7874
 Fax:(071) 538 2413
 Product: live lobster

C and A Seafood
 Office 88
 New Billingsgate Market
 London E14, United Kingdom
 Tel:(071) 515 9192
 Contact: Mr C Seagrave
 Product: live lobster

Shellfish Seafoods
 Watling Street
 nr Hinkley, Leicestershire
 United Kingdom
 Tel:(0455) 632481
 Fax:(0455) 250861
 Contact: Mr David Freeman
 Product: live lobster

M & J Seafoods
 33 Faraday Road
 Rabans Lane, Aylesbury
 Bucks. HP19 3RY
 United Kingdom
 Tel:(0296) 398942
 Fax:(0296) 399583
 Contact: Mr Chris Harris
 Product: live lobster, cod

Colchester Oysters Fisheries
 North Farm, East Mersea
 Colchester
 Essex CO5 8UN, United Kingdom
 Tel:(0206) 384141
 Fax:(0206) 383758
 Contact: Mr R C Kerrison
 Product: live lobster

Seastream Products
 Neilldu, Trearddur Bay
 Anglesey, United Kingdom
 Tel: & Fax:0407 860312
 Contact: Mr Neill
 Product: live lobster

R. R. Spink and Sons
 Seagate, Arbroath D11 1BJ
 United Kingdom
 Tel: 0241 72023
 Fax: 0241 75663
 Contact: Mr R Spink
 Product: live lobster, lobster

Minch Group
 393 Liverpool Road
 Islington, London N1 1NB
 United Kingdom
 Tel: 071 700 5736
 Fax: 071 700 5738
 Contact: Mr F Doyle
 Product: live lobster, lobster products

Network Fisheries Ltd
 West Quay, Newhaven
 East Sussex BN9 9BT
 United Kingdom
 Tel: 0273 513884
 Fax: 0273 517884
 Contact: Mr P Ellis
 Product: live lobster, lobster

New England Lobsters International
 20 Smugglers Way, Wandsworth
 London SW18 1EG, United Kingdom
 Tel: 081 877 1175
 Fax: 081 877 1118
 Contact: Mr Fred Stroyan
 Product: live lobster, lobster products

Homarus Catering Supplies
 Unit 2, St James's Mews
 276 St James's Road
 London SE1 5JX
 United Kingdom
 Tel:071 231 2220
 Fax:071 231 3012
 Contact: Mr Walder
 Product: live lobster, lobster parts and meat

Midfish	Mardon McCoy 6-8 Fenton Street Lancaster LA1 1TE United Kingdom Tel:(0524) 845-000 Fax:(0524) 845-111 Contact: Richard Woodfield Product: skate wings, dogfish	Nor'West Seafoods Ltd 160 Lord Street, Southport, Lancashire PR9 0AQ, United Kingdom Tel:(0704) 500 880 Fax:(0704) 501 313 Contact: Mr. David Welsh Product: dogfish
Bahia Seafoods Ltd 10 Swan Units Sowton Industrial Estate Exeter EX2 7LL, United Kingdom Tel: & Fax:0392 444391 Contact: Messrs R F/B J O'Kelly Product: live lobster, lobster meat	Jaytee Seafood Ltd Jaytee House, Anyards Road Cobham, Sussex KT11 2LW United Kingdom Tel:(071) 987-3222 Fax:(071) 538-0126 Contact: Mr. Mark Thomas Product: skate wings, dogfish, fish	Patrician Seafood 5 Sandmartins Way, Herons Wood Kidderminster, Worcs. United Kingdom Tel:(0562) 515404 Fax:(0562) 515928 Contact: Mr R Robbins Product: dogfish
The London Viviers Ltd Forward Business Centre North Crescent, Cody Road London E16 4SR, United Kingdom Tel:071 511 1225 or 473 6462 Fax:071 473 4582 Contact: Mr Tony Pye Product: live lobster, eels, other products	Arctic Seafare Ltd Murray Street, Fish Docks Grimsby South Humberside, United Kingdom Tel:(0472) 344812 Fax:(0472) 351745 Contact: Mark Barford Product: skate wings, dogfish, cod products, fish	R Coulbeck Ltd North Key, Fish Dock, Grimsby South Humberside DN31 3SY, United Kingdom Tel:(0472) 348-391 Fax:(0472) 240-023 Contact: C. Steel Product: dogfish
Robinson Fisheries 29 Pine Grove, Wimbledon London SW19 7HD United Kingdom Tel:(081) 947 8363 Fax:(081) 947 5582 Contact: Mr. S. Robinson Product: fish, skate wings, dogfish	Fame Foods 85 New Billingsgate Market London E14, United Kingdom Tel:(071) 515 0996 Fax:(071) 538 8467 Contact: Mr Edwards Product: skate wings	Stanhope's Office 11, New Billingsgate Market Trafalgar Way, London E14 United Kingdom (071) 987-3222 Fax:(071) 538-0126 Contact: Mr. John Bennewith Product: dogfish

CANADIAN HIGH COMMISSION
Macdonald House,
One Grosvenor Square,
London W1X 0AB,
England
Tel:(011-44-71) 258-6600
Fax:(011-44-71) 258-6384
Contact: Miss Janet E. Farmer

NORTH AMERICA



BARBADOS/ANTIGUA

The majority of fresh/frozen fish and other seafood is traded intra-regionally within the CARICOM region. Such species include, snapper, shark, flying fish, king fish, etc.). Major extra-regional sources for fresh and frozen fish are Canada and the United States.

Species imported from extra-regional sources include, salmon, trout, tuna, bonito and smoked, dried and preserved seafood. Although Canada is the major supplier of dried cod and smoked herring it falls short to the United Kingdom when it comes to smoked salmon. Other extra-regional suppliers are Iceland, Norway, Chile, Thailand and Singapore.

Antigua Fisheries Limited

Market Square
St. John's, Antigua
Tel: (809) 462-0512
Contact: Mavis George
Product: fish, seafood

M.E.R. Bourne & Co. Limited

Peronne Commercial Centre
Worthin, Christ Church
Barbados
Tel: (809) 435-7843
Fax: (809) 435-7790
Contact: Michael Bourne, Director
Product: fish, seafood

Hotel Food Supplies (Barbados)

Walmer Lodge, Black Rock
St. Michael, Barbados
Tel: (809) 424-7489
Fax: (809) 429-2174
Contact: Larry Tatum
Product: fish, seafood

A.S. Bryden & Sons (B'dos) Limited

Victoria St. & Bolton Lane
Bridgetown, Barbados
Tel: (809) 436-4400
Fax: (809) 426-6045
Contact: Trevor Cox
Product: fish, seafood

R.L. Seale & Co. Limited

Eagle Hall
St. Michael, Barbados
Tel: (809) 426-0330
Fax: (809) 436-6003
Contact: Louis Moore, Director
Product: fish, seafood

Hanschell Inniss Limited

Fontabelle, St. Michael
Barbados
Tel: (809) 426-3544
Fax: (809) 427-6938
Contact: Carl Howard
Product: fish, seafood

Peter & Co. Limited

Box 84, Micoud Street
Castries, St. Lucia
Tel: (809) 452-2771
Fax: (809) 452-2774
Contact: Colin Quintyne, Director
Product: fish, seafood

CANADIAN HIGH COMMISSION

Bishop's Court Hill,
St. Michael, Barbados
P.O. Box 404,
Tel: (809) 429-3550
Fax: (809) 437-8474
Contact: Mr. Peter Hermant

COSTA RICA

Costa Rica, Panama, Nicaragua and Honduras have access to both the Atlantic and Pacific Ocean and have developed fishing industries, that even somewhat small in scale, seem to satisfy their domestic needs. Due to this there are limited commercial opportunities in these regions. Although given poor refrigerated shipping facilities it would appear that some opportunities do exist for canned seafood products. There are no seafood importers currently registered with the Costa Rican importers association.

CANADIAN EMBASSY

Cronos Building,
Calle 3 y Avenida Central,
San José,
Republic of Costa Rica
Apartado Postal 10303-1000,
Tel:(011-506) 55-3522
Fax:(011-506) 23-0609
Contact: Mr. Manuel Ruiz

CUBA

Canadian salted fish is primarily used in Cuba's mountainous and remoter areas where electricity and/or refrigeration is unavailable. Local consumption of fish products is rather low, as the Cuban population has never developed a taste for fish. The current onset of present economic difficulties may push the Cuban population to increase consumption of fish products (provided it is made available) to supplement the current diet, and to provide an alternative source of protein, as a substitute for reduced allocations of beef/poultry.

Cubans have a strong preference for wreckfish, red snapper and tuna, fresh or processed. CARIBEX is the state trading organization responsible for imports/exports of fish, fish preparations and seafood in Cuba, however, initial contact should be made with the CARIBEX office in Toronto.

CARIBEX SEAFOODS INC.
 1090 Don Mills Road,
 Suite #404,
 Don Mills, Ontario M3C 3R6
 Contact: Luis Fleites
 Tel:(416) 444-0664
 Fax:(416) 444-0026
 Products: fish and seafood

CARIBEX SEAFOODS INC.
 Barlovento,
 Sante Fe,
 Ciudad Havana,
 Republic of Cuba
 Contact: Pedro Suarez

CANADIAN EMBASSY
 Calle 30 No.518,
 Esquina, a7a Avenida,
 Miramar, Havana,
 Republic of Cuba
 Tel:(011-53-7) 33-2516/7/27
 Fax:(011-53-7) 33-2044
Send all mail to this address:
 Commercial Division;
 P.O. Box 500 (HVAN),
 Ottawa, Ontario K1N 8T7

GUATEMALA/EL SALVADOR

Guatemala and El Salvador are not considered large markets or consumers of imported fish and seafood products. In Guatemala, between 1989 to 1992 the average yearly imports of fresh, frozen and canned fish amounted to only 59,000 kilograms. Likewise, the average for crustacean imports for the same years was 54,000 kilograms. The consumption values for the Salvadoran market are 40% less than the above figures.

Species most commonly imported are; squid and imitation crab meat or surimi, followed by smaller amounts of smoked and other types of salmon, trout, whiting, stone and snow crab. Whitefish is also imported in very small volumes. Most imports come from the United States with smaller volumes coming from Canada and various Nordic countries.

Deli-Fish
 15 Ave. 8-26, Zona 13
 Guatemala C.A.
 Tel: (502-2) 692001
 Contact: Juan Carlos Escobar,
 Import Contact
 Product: seafood

Codicasa
 5A. Calle 1-10, Zona 13
 Guatemala
 Tel: (502-2) 726528
 Fax: (502-2) 711263
 Contact: Ing. Eddie Wahl
 Product: seafood

Super Marinos, S.A. de C.V.
 75 Ave. Norte, Local 1-2
 Condominio Centro Escalon 1
 San Salvador, El Salvador C.A.
 Tel: (503) 84007-08
 Fax: (503) 840465
 Product: seafood

La Raclette
 6A. Ave. 14-09, Zona 9
 Guatemala C.A.
 Tel: (502-2) 315002
 Fax: (502-2) 342496
 Contact: M. Del C. Rodas
 Product: seafood

CANADIAN EMBASSY
 13 Calle 8-44, Zona 10,
 Edyma Plaza, 8th Floor
 Guatemala City 01010
 Republic of Guatemala, C.A.
 P.O. Box 400
 Tel:(011-502-2) 336102
 Fax:(011-502-2) 336189
 Contact: Mr. Hugo Cerezo

MEXICO

Mexico has a coastline of over 11,590 kilometres and almost 5 million hectares of inland waters under aquaculture development. Fishing activity takes place along the Pacific, Gulf and Caribbean coasts, placing Mexico in seventeenth place among the world's fishing nations. Mexico's geographic location gives it a vast potential in fishing resources, including hundreds of species and varieties which proliferate in its coastal and inland waters. Outstanding among these are sardine, tuna, tilapia, shrimp, oyster, clams, shark and dogfish, algae and kelp. Between 1985 and 1989, Mexican fisheries production increased by 21 per cent from 1,255,888 tonnes to 1,519,882 tonnes. Since that year fisheries production has been declining steadily, reaching 1,209,558 tonnes in 1993, or minus 20.4 per cent. The apparent national consumption of fisheries products rose from 1,266,572 tonnes in 1990 to 1,397,844 tonnes the following year, but dropped to 1,196,636 tonnes in 1993. Per capita consumption of fish is currently estimated at 13.9 kilos.

In 1993, Mexico recorded a favourable trade balance of almost \$326 million U.S. dollars in the fisheries sector. Total exports reached 124,902 tonnes consisting of abalone, shrimp, algae and kelp, tunids, spiny lobster and scale fish, valued at \$396 million U.S. dollars, against total imports of 87,243 tonnes (squid, codfish, fish meal, fish oils and fats) worth \$70 million U.S. dollars. Mexico is a seasonal market for salted dried fish (codfish, hake and pollock), which is consumed only during the year-end holiday season and lent. The market has been opening up for other products such as live and frozen lobster (*Homarus americanus*), canned kippered herring, canned salmon, frozen salmon and smoked salmon. Under the North American Free Trade Agreement, import duties on a variety of fisheries products of Canadian origin have been eliminated, giving Canadian exporters a decided advantage over competitors from other sources.

Sr. Enrique Chávez Peón

Director Administrativo

GRUPO INDUSTRIAL URBI, S.A.

Bahía de todos los Santos No. 21

Col. Anzures

11300 México, D. F.

Tel:(011-525) 260-54-20/260-51-05

Fax:(011-525)545-18-65

Products: seafood

Ing. Arturo Altamirano

Gerente de Ventas

COMEIMEX

Reynolds Aluminio

No. 39 39

Tlalnepantla, Edo. de México

Tel:(011-525) 362-05-24/361-52-93

Fax:(011-525) 361-5293

Products: seafood

Sr. Moisés Nankin

Gerente General

PESCADERIA SANITARIA, S.A./C.V.

Czda. de la Viga

No. 216 letra A

Col. Artes Graficas

15830 México, D. F.

Tel:(011-525) 740-88-01/740-99-26

Fax:(011-525) 740-8248

Products: seafood

Sr. Ing. Germán de la Vega

MAYAB EMPACADORA DEL CARIBE

Coruña No. 161

Col. Alamos

03400 México, D. F.

Tel:(011-525) 538-1361/530-4773

Fax:(011-525) 530-2342

Products: seafood

Sr. Nicolás Vidal

Gerente General

BRISTER, S.A. DE C.V.

Heliópolis No.234

Col. Clavería Atzcapotzalco

México

02080 México, D. F.

Tel:(011-525) 341-7824/341-7884

Fax:(011-525) 396-7421

Products: seafood

Sr. Adolfo Castañeda

Gerente de Ventas

PARTICIPACIONES MARIANO

Rosas Moreno 32

Col. San Rafael

México

06470 México, D. F.

Tel:(011-525) 566-3544/566-3058

Fax:(011-5250) 546-7015

Products: seafood

Sra. Jeanette Godoy

REPRESENTACIONES NANANDA

Czda. de los Leones 158

Edificio "C", Depto. 002

Col. Las Aguilas

01010 México, D. F.

Tel:(011-525) 595-7922/651-9369

Fax:(011-525) 683-5360

Products: seafood

Sr. Santiago Gómez Martínez

Gerente General

DISTRIBUIDORA COMERCIAL

SANTIAGO, S.A. DE C.V.

Blvd. Miguel de Cervantes Saavedra

394-9, Col. Irrigación

11500 México, D. F.

Tel:(011-525) 395-8055/395-95-94

Fax:(011-525) 395-9561

Products: seafood

Ing. Luis Garcés Benito

Director de Compras

HERDEZ, S.A. DE C.V.

Czda. San Bartolo Naucalpan

No. 360, Col. Argentina

11230 México, D. F.

Tel:(011-525) 576-3100/358-3133

Fax: 576-0966

Products: seafood

Lic. María Carmen Abascal
 Dirección General
 MARISTMO, S.A. DE C.V.
 Hamburgo No. 241, P.B.
 Col. Juárez
 06600 México, D. F.
 Tel:(011-525) 208-6683/208-
 6641/208-6797
 Fax:(011-525) 208-77
 Products: seafood

Sr. Juan Carlos Abascal
 Director General
 INDUSTRIA AGRICOLA
 CARREDAÑA, S.A. DE C.V.
 Calle de la Cazuela No. 28
 Central de Abastos
 Col. Ejido El Moral
 09050 México, D. F.
 Tel:(011-525) 694-66-34/694-66-94
 Tel:(011-525) 694-9154
 Products: seafood

Sr. Humberto Fernández
 Gerente Administrativo
 INT. MARKETING DE MEXICO
 Florencia 39, 4to. piso
 Col. Juárez
 06600 México, D. F.
 Tel:(011-525) 533-51-97
 Fax:(011-525) 2-08-73-33
 Products: seafood

Sr. Francisco Javier Lozano Magaña
 LOZANO MIGOYA, S.A. DE C.V.
 Reforma No. 76-902
 Col. Juárez
 06600 México, D. F.
 Tel:(011-525) 535-5345
 Fax: 566-0754
 Products: seafood

Ing. Guillermo Manzo
 Gerente de Compras
 FORMEX YBARRA, S.A. DE C.V.
 Poniente 146
 No. #658
 Col. Industrial Vallejo
 15100 México, D.F.
 Tel:(011-525) 587-1077/587-8073
 Fax:(011-525) 368-1751
 Products: seafood

SAINT HONORE GOURMET
 Presidente Masaryk No. 341-A
 Col. Polanco, 11569 México, D. F.
 Tel:(011-525) 254-6507/254-7409
 Fax:(011-525) 250-0637
 Products: seafood

Sr. Salvador Castillo Torres
 Director General
 CASA CASTILLO
 Mesones No. 167, Col. Centro
 06090 México, D. F.
 Tel:(011-525) 542-4070/4071/4072
 Fax:(011-525) 542-4072
 Products: seafood

Sr. Lic. Edgar Parra Manzana
 Director General
 UNIVERSO COMERCIAL PARRA
 Calle Culiacán No. 112
 Col. Condesa, 06760 México, D. F.
 Tel:(011-525) 277-6685/ 272-1315
 Fax:(011-525) 277-6645
 Products: seafood

Sr. Eduardo Morales
 Director General
 SAT-COM, S. A. de C. V.
 Mariano Escobedo No. 149
 Col. Anáhuac
 C.P. 11320, México, D. F.
 Tel:(011-525) 203-1257/1460/1542
 Fax:(011-525) 531-3028
 Products: seafood

Sr. Benjamín Bielak R.
 Gerente de Compras Abarrotes
 CLUB AURRERA, S.A. DE C.V.
 Av. Ejército Nacional No. 559
 Col. Granada, 11520 México, D. F.
 Tel:(011-525) 325-0915 Ext 7906
 Fax:(011-525) 326-0955
 Products: seafood

Sr. Adolfo Juárez Peña
 Gerente General
 ENCUENTRO, S.A. DE C.V.
 Isabel La Católica No. 97, Centro
 06080 México, D. F.
 Tel:(011-525) 694-1828
 Fax:(011-525) 694-3823
 Products: seafood

Sr. Fernando Gómez Gómez
 Director General
 IMPORTACIONES COLOMBRES
 Sericultura No. 19, Tacuba No. 60
 Col. 20 de Noviembre
 15340 México, D. F.
 Tel:(011-525) 789-1890/1897/2063
 Fax:(011-525) 795-2712
 Products: seafood

Sr. César Lukini
 Director División Nacional
 GRUPO L.B. Y ASOC., S.A. DE C.V.
 Calle #21
 No. #14
 Club de Golf México
 14620 México, D. F.
 Tel:(011-525) 573-3597
 Fax; (011-525) 525-5185
 Products: seafood

Sr. Enrique Niembro Fragoso
 Director General
 GRUPO ENNIPE, S. A. de C. V.
 Av. Fuentes
 No. #145
 Col. Jardines del Pedregal
 01900 México, D. F.
 Tel:(011-525) 595-7640/595-3655
 Fax:(011-525) 681-3383
 Products: seafood

Sr. Raúl Arche Cano
 Presidente
 AHUMADOS NORUEGOS, S.A./C.V.
 Av. Jesús del Monte
 No. #262-A
 Col. Jesus del Monte
 C.P. 52764 Huixquilucan,
 Edo. de México
 Tel:(011-525) 812-3656/812-0625
 Fax:(011-525) 813-1699
 Products: seafood

Lic. Jaime Gallegos Fragoso
 Gerente de Importaciones
 COMERCIAL MEXICANA, S.A./C.V.
 Czda. Chabacano No. 43
 Col. Asturias
 Tel:(011-525) 723-7524/723-7525
 Fax:(011-525) 723-7595/723-7593
 Products: seafood

Ing. Jorge Stamatio
 Gerente General
 STAMAR, S.A. DE C.V.
 Castilla No. 12
 Col. Alamos
 03400 México, D. F.
 Tel:(011-525) 538-1615/519-6218
 Fax:(011-525) 530-7799
 Products: seafood

Sr. César Fernández Coya
 Director General
 CESARFER, S.A. DE C.V.
 Av. Gavilán No. 151,
 Local 9 "A"
 Col. Guadalupe del Moral
 09300 México, D. F.
 Tel:(011-525) 686-0541/686-1186
 Fax:(011-525) 685-1748
 Products: seafood

Sr. Jean-Yves Ferrer
 Director General
 MESONEROS DE MEXICO, S.A.
 Campos Elíseos No. 218
 11560 México, D. F.
 Tel:(011-525) 281-3687/281-0249
 Fax:(011-525) 280-5601
 Products: seafood

Sr. Ing. Gustavo Leff Volcovinsky
 Director de Ventas
 JONA INTERNACIONAL, S.A./C.V.
 Boulevard Toluca
 No. 13 - 1 P.B.
 53370 Naucalpan de Juárez, Edo. de
 México
 Tel:(011-525) 359-1144/358-7388
 Fax:(011-525) 358-4514
 Products: seafood

Sr. Eduardo Sucarrats Dañobeitia
 Director Comercial
 COMPAÑIA CONTINENTAL DE
 COMERCIO, S.A.
 San Ildefonso No. 37
 Ejidos de Huipulco
 C.P. 14380,
 México, D. F.
 Tel:(011-525) 671-0983/6354
 Fax:(011-525) 673-3365
 Products: seafood

Sr. Manuel García
 Pescados y Mariscos Ochoa
 Prol. Eje 6 - Sur
 No. 560 A-12
 México, D. F.
 Tel: 6001-6395
 Fax: 752-6026
 Products: seafood

Sr. Benny Senderman K.
 Gerencia de Ventad
 PESCADERIA SANITARIA, S.A./C.V.
 Czda. de la Viga
 No. #216
 Col. Artes Graficas
 México
 15830 México, D. F.
 Tel:(011-525) 740-9676/740-9801
 Fax:(011-525) 740-8248
 Products: seafood

Sr. Jorge Landson D.
 Subdirector General
 CORPORATIVO KOSMOS
 Tennyson 133
 México
 11560 México, D. F.
 Tel:(011-525) 203-4420
 Fax:(011-525) 254-0656
 Products: seafood

Sr. Petr Alkhimovitch Bilenko
 Vice presidente
 COMERCIAL LANDSON'S, S.A./C.V.
 Anatole France
 No. #71-1
 Col. Polanco,
 11560 México, D. F.
 Tel: 281-1343/282-0871
 Fax: 281-3424
 Products: seafood

L.C.P. Martha Imelda Urtusuásteegui
 EXPORTACIONES E
 IMPORTACIONES BARRAZA
 Blvd. Francisco I.
 Madero No. 465-2
 Culiacán, Sín.,
 México
 Tel:(011-52-67) 16-9323
 Fax:(011-52-67) 16-9084
 Products: seafood

Ing. Anthony Drexel G.
 PESCALAMAR, S.A. DE C.V.
 José Alvarado No. 1932
 Frac. Jardín Español
 64820 Monterrey, N.L., México
 Tel:(011-83) 583-061/593-018
 Fax:(011-83) 517-646
 Products: seafood

Sr. Roberto de la Garza
 Xoulin, Granja Piscícola
 19 Poniente No. 1140
 72000 Puebla, Puebla
 México, D. F.
 Tel:(011-22) 439-811
 Fax:(011-22) 372-300
 Products: seafood

Srita. Gabriela Sánchez Valencia
 GAMA
 Av. Thiers No. 251, 7o piso
 Col. Nueva Anzures
 11590 México, D. F.
 Tel:(011-525) 250-4171
 Fax:(011-525) 531-9279
 Products: seafood

Ing. Alberto Lozano Alexanderson
 Director General
 ALEXANDERSON CONGELADOS
 Oriente 170 No. 37, Col. Moctezuma,
 2a Sección, 15500 México, D. F.
 Tel: 784-35-33/784-6378
 Fax: 785-0997
 Products: seafood

Sr. Eduardo Oropeza Suárez
 DISTRIBUIDORA AGOR, S.A./C.V.
 Av. insurgentes Sur 1748 - 502
 Col. Florida, México, D. F.
 Tel: 663-06-27/663-26-75
 Fax: 663-38-87
 Products: seafood

Sr. Jorge Arouesty
 Director General
 AROUESTY INTERNATIONAL, S.A.
 Pedro de Gante No. 3
 Circuito Misioneros
 53100 Satélite, Edo. de México
 Tel/Fax: 572-2283
 Products: seafood

Sr. Walter Ed. Tschudin A.
ORGANIZACION DE MERCADOS
INTERNACIONALES ORMI, S.A./C.V.
Genova No. 20 D-103
Col. Juárez, 06600 México, D. F.
Tel: 208-4463/4408/1598
Fax: 525-4015
Products: seafood

Sr. Juan José Alvarez
MERCANTIL CUAUTITLAN, S.A./C.V.
Prolongación Venustiano Carranza
No. #411
54879 Cuautitlán, Edo. de México
Tel: 872-2911/2352
Fax: 872-4856
Products: seafood

Sr. Alejandro Gutiérrez Pederzini
DINAMICA MAYA, S.A. DE C.V.
5 de Febrero No. 576
Col. Alamos
03400 México, D. F.
Tel: 519-8014
Fax: 519-6447
Products: seafood

CANADIAN EMBASSY
Calle Schiller No. 529
Colonia Rincon del Bosque
11580 Polanco,
México D.F., México
Apartado Postal 105-05
Tel:(011-525) 724-7900
Fax:(011-525) 724-7982
Contact: Mr. J. Antonio Pahnke

TRINIDAD & TOBAGO

Trinidad and Tobago has considerable potential for developing and harvesting its national marine resources located within its exclusive economic zone. Trinidad and Tobago is strategically located as a base for offshore fishing operations and has relatively good freezing and packing facilities for fish and shrimp products. The design of the necessary fisheries management plans will include the divestment of National Fisheries Company Limited for joint venture investment opportunities. Species commonly imported into the local market include: canned tuna, sardines, salmon, mackerel, smoked herring, dried and salted cod, hake, and pollock.

Persad's Wholesale & Retail Co. Ltd.
St. Julien's, Princes Town
Trinidad West Indies
Telefax: 809-655-5172
Product: Smoked Herring and Salted Cod

Trinidad Import and Export Co. Ltd.
1 Abercromby Street, Port of Spain
Trinidad West Indies
Tel: 809-625-3710
Fax: 809-625-4778
Product: Canned Sardines, Salmon, Tuna

K.N.S. Enterprises Trinidad Limited
Charlieville, Chaguanas
Trinidad West Indies
Telefax: 809-665-0487
Product: Salted Cod, Hake, Smoked Herring

Matco Limited
Port of Spain
Trinidad West Indies
Tel: 809-638-3391
Fax: 809-674-1911
Product: Salted Cod

Glen Ramkissoon
Importers/Wholesalers
76 Boundary Road,
San Juan
Trinidad West Indies
Telefax: 809-674-9891
Product: Smoked Herring Bloaters

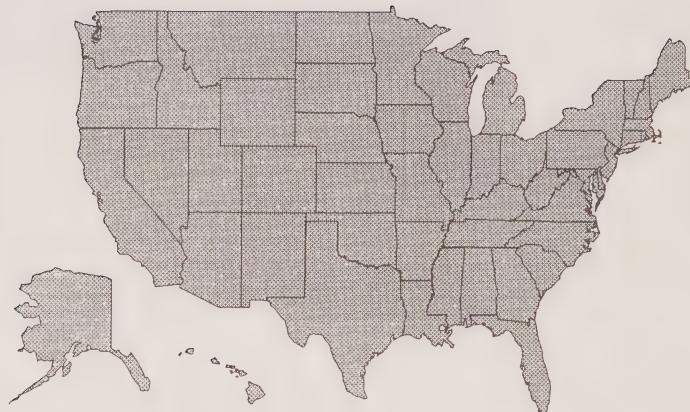
Aakanson Trading Company
Cunupia
Trinidad, West Indies
Telefax: 809-665-3079
Product: Smoked Herring, Salted Cod

Gopie Samlal Limited.
San Juan
Trinidad West Indies
Tel: 809-638-5440
Fax: 809-674-4160
Product: Smoked Herring, Salted Fish

Romike Limited
San Juan
Trinidad West Indies
Tel: 809-674-4710
Fax: 809-638-2649
Product: Canned Tuna, Smoked Herring, Salted Cod

CANADIAN HIGH COMMISSION
Huggins Building,
72 South Quay,
Port-of-Spain,
Republic of Trinidad and Tobago
P.O. Box 1246,
Tel:(809) 623-7254
Fax:(809) 624-6440/4016
Contact: Mr. Ramesh Tiwari

UNITED STATES OF AMERICA



ATLANTA, GEORGIA

The Consulate General in Atlanta covers the states of North Carolina, South Carolina, Tennessee, Mississippi, Alabama, Georgia, Florida, Puerto Rico and the U.S. Virgin Islands. This population base of over 43 million people is augmented by a lively tourism industry. Products in demand include; cod, the perennial favourite, is seen as fluctuating too much in price to be a good seller, but the seafood houses buy anyway for white tablecloth customers. Pollock is being used in the fast food industry while ocean perch is seen in both retail and foodservices. Swordfish is being imported from Nova Scotia. Flat fish, turbot, halibut and scallops are selling very well, particularly in the highly populated metro areas such as Atlanta, Orlando etc. Canadian salmon (in head-to-head competition with Chilean salmon), also has a good market, particularly in the larger sizes. Lobster is doing well in up-turning economy, while opilio (particularly brights) has what appears to be a bottomless market.

AJC International, Inc.

5188 Roswell Road
Atlanta, Georgia
Tel:(404) 252-6750
Fax:(404) 252-9340
Contact: Mr. Michael Wisniewski
Product: seafood

American Seafood Company Inc.
3906 Macon Rd
Memphis, Tennessee
Tel:(901) 454-9771
Fax:(901) 454-7823
Contact: Mr. Tom Cassidy
Product: seafood

Atlanta Provision Co.
1400 Marietta St. NW
Atlanta, Georgia
Tel:(404) 799-0099
Fax:(404) 792-9397
Contact: Mr. George Carter
Product: seafood

Bama Fish
3113 Main St.
East Point, Georgia
Tel:(404) 765-9876
Fax:(404) 765-9874
Contact: Mr. Doug Brinsmade
Product: seafood

Beaver Street Fisheries, Inc.
P.O. Box 41430
Jacksonville, Florida
Tel:(904) 354-5661
Fax:(904) 358-3258
Contact: Mr. Abe Bielski
Product: seafood

Bishop-Epicure Food Company
256 Peters Street, S.W.
Atlanta, Georgia
Tel:(404) 441-2227
Fax:(404) 441-3739
Contact: Mr. Larry Bosarge
Product: seafood

Bon Secour Fisheries, Inc.
P.O. Box 60
Bon Secour, Alabama
Tel:(205) 949-7411
Fax:(205) 949-6478
Contact: Mr. Robert Sawyer
Product: seafood

Buckhead Beef Co., Inc.
2194-A Marietta Blvd.
Atlanta, Georgia
Tel:(404) 355-4400
Fax:(404) 355-4541
Contact: Mr. Kirk Halpern
Product: seafood

ComSource Inc.
280 Interstate North Pkwy. (EXT.593)
Atlanta, Georgia
Tel:(404) 952-0871
Fax:(404) 850-1305
Contact: Mr. Charles L. McCrary
Product: seafood

F.A.B. Inc.
6400 Atlantic Blvd.
Norcross, Georgia
Tel:(404) 449-1333
Fax:(404) 447-6856
Contact: Mr. Steve Jacobson
Product: seafood

Inland Seafood Corporation
1222 Menlo Drive
Atlanta, Georgia
Tel:(404) 350-5850
Fax:(404) 350-5855
Contact: Mr. Bill Demmond
Product: seafood

Lombardi's Seafood Inc.
7491 Brokerage Dr.
Orlando, Florida
Tel:(407) 859-1015
Fax:(407) 240-2562
Contact: Mr. Tony Lombardi
Product: seafood

Poseidon Enterprises Inc.
2224 Graham Park
Charlotte, North Carolina
Tel:(704) 588-8700
Fax:(704) 588-8706
Contact: Mr. John Tortorici
Product: seafood

Robert Orr/Sysco Food Services Co.
PO Box 305138
Nashville, Tennessee
Tel:(615) 350-7100
Fax:(615) 350-7146
Contact: Mr. Tony Moran
Product: seafood

Shore Trading Co., Inc.
145 Norcross St.
Roswell, Georgia
Tel:(404) 998-0566
Fax:(404) 998-6571
Contact: Mr. Marty Klausner
Product: seafood

Sysco Food Services (S.E. Inc.)
555 N.E. 185 St.
Miami, Florida
Tel:(305) 651-5421
Fax:(305) 653-2095
Contact: Mr. Norman Andrews
Product: seafood

Marthasville Trading Co.
PO Box 567
Alpharetta, Georgia 30239
Tel:(404) 664-3663
Fax:(404) 722-9050
Contact: Mr. Sam Parque
Product: seafood

CANADIAN CONSULATE GENERAL
Suite 400 South Tower
One CNN Center,
Atlanta,
Georgia 30303-2705
United States of America
Tel:(404) 577-6810/1512
Fax:(404) 524-5046
Contact: Mr. Rafael (Ray) A. Munoz

BOSTON, MASSACHUSETTS

New England is the best U.S. market for Canadian seafood producers, considering that fish exports from all of Canada to all of the United States are \$1.4 billion and fish exports from all of Canada to New England are \$1 billion, (i.e. 72% of Canadian exports to the U.S. goes to New England). The National Fisheries Institute (U.S. seafood trade association) predicts that the fish consumption will reach 20 lbs per capita by year 2000, therefore increasing the market by another 1 billion lbs.

The fishery sector in Canada will continue to fight to keep and improve its marketshare. With quotas being reduced to rebuild stock, the Canadian producers must look to areas that will improve profits with the same or less fish available. The only way to accomplish this is by increasing the value of the product by cooking, breading or making the product easier to serve. If the Canadian industry continues to increase awareness of underutilized species, the Government of Canada can further assist the small-to-medium producers to increase profits and keep their production staff working.

AGNAR SEAFOOD INC.
 340 Marlborough Street
 Boston, Massachusetts 02115
 Contact: Keld Agnar
 Tel:(617) 424-1808
 Fax:(617) 424-1809
 Product: fish, frozen

AQUANOR MARKETING INC.
 68 Fargo Street
 Boston, Massachusetts 02210
 Contact: Marion Kaiser
 Tel:(617) 439-3500
 Fax:(617) 439-3121
 Product: fish, shrimp

ATLANTIC COAST FISHERIES CORP
 33 Cape Street
 New Bedford, Massachusetts 02740
 Contact: Joseph Bekoff
 Tel:(508) 993-1773
 Fax:(508) 426-4126
 Product: fish, shrimp, molluscs, breaded, prepared

ATLANTIC CROSSINGS INC.
 206 Dedham Street
 Norfolk, Massachusetts 02056
 Contact: Vin Sbano
 Tel:(508) 384-7785
 Product: seafood distributor

ATLANTIC GEM SEAFOODS INC.
 P.O. Box 3045
 New Bedford, Massachusetts 02741
 Contact: Thomas Reilly
 Tel:(508) 999-5861
 Fax:(508) 999-5668
 Product: fish, lobster, scallops

ATLANTIC SEACOVE INC.
 402 C Street
 Boston, Massachusetts 02210
 Contact: John P. Wojtasinski
 Tel:(617) 357-9229
 Fax:(617) 482-7733
 Product: swordfish, tuna, shark

BAY SHORE GROUP LTD.
 P.O. Box 1140
 Hudson, New Hampshire 03051-1140
 Contact: Michael F. Langley
 Tel:1-800-544-1017
 Fax:(603) 881-5666
 Product: fish, crab, prepared

BAY STATE LOBSTER CO. INC.
 379-395 Commercial Street
 Boston, Massachusetts 02109
 Contact: Richard Faro
 Tel:(617) 523-4588
 Product: seafood distributor

BFS CORPORATION
 11 South Main Street
 Natick, Massachusetts 01760
 Contact: G.K. Winchenbach
 Tel:(508) 655-9500
 Fax:(508) 653-2319
 Product: fish meal, fish oil

CHANNEL FISH PROCESSING CO.
 69 Shirley Street
 Boston, Massachusetts 02119
 Contact: Roy Zaffiro
 Tel:(617) 445-9070
 Fax:(617) 445-7304
 Product: fish, scallops, breaded, prepared

CROCKER & WINSOR SEAFOODS
 145 Northern Avenue
 Boston, Massachusetts 02210
 Contact: S.H. Bloom
 Tel:(617) 462-6646
 Fax:(617) 482-7471
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

DEBORST SEAFOODS INC.
 35 Perwal Street
 Westwood, Massachusetts 02090
 Contact: David F. Colby
 Tel:(617) 329-8160
 Fax:(617) 329-6715
 Product: fish, shrimp, crab, lobster

DEMOULOS SUPERMARKETS
 875 East Street
 Tewksbury, Massachusetts 01876
 Contact: Ron Carigan
 Tel:(508) 851-7381
 Product: seafood distributor

DI MARE SEAFOODS COMPANY
 585 North Shore Road
 Revere, Massachusetts 02151
 Contact: Paul J. DiMare
 Tel:(617) 289-7687
 Fax:(617) 289-8344
 Product: oysters, clams, mussels

DOLE & BAILEY INC.
 24 Fish Pier
 Boston, Massachusetts 02210
 Contact: Susan Adelson
 Tel:(617) 935-1234
 Fax:(617) 348-2847
 Product: seafood distributor

EAST COAST SEAFOOD INC.
 175 Alley Street
 P.O. Box 790
 Lynn, Massachusetts 01903
 Contact: Spiros Tourkakis
 Tel:(617) 593-1737
 Fax:(617) 599-2670
 Product: fish, lobster

FOLEY (M.F.) FISH CO.
 24 W. Howell Street
 Dorchester, Massachusetts 02125
 Contact: Frank Foley
 Tel:(617) 288-1300
 Product: seafood distributor

FORTUNE SEAS LIMITED
 65 Eastern Avenue
 P.O. Box 688
 Essex, Massachusetts 01929
 Contact: Leslie D. McEachern
 Tel:(508) 281-6666
 Fax:(508) 768-3474
 Product: fish, shrimp, crab, lobster, oysters, clams, mussels, scallops, breaded, prepared

FRESH WATER FISH COMPANY
 145 Northern Avenue
 Boston, Massachusetts 02210
 Contact: Anthony Klos
 Tel:(617) 227-4232
 Fax:(617) 426-8766
 Product: fish, fresh, frozen

FRIONOR U.S.A. INC.
 P.O. Box 2087
 40 Hennan Melville Blvd.
 New Bedford, Massachusetts 02741
 Contact: Humberto Rego
 Tel:(508) 997-0031
 Fax:(508) 997-5820
 Product: fish, shrimp, prepared

G.F. HIGGINS INC.
 825 Washington Street
 Pembroke, Massachusetts 02359
 Contact: Dan LaFleur
 Tel:(617) 826-6858
 Fax:(617) 826-4161
 Product: fish, shrimp, crab, lobster, oysters, clams, mussels, surimi, breaded, prepared

G.P. HALE FISH CO.
 145 Northern Avenue
 Boston, Massachusetts 02210
 Contact: Wayne Hale
 Tel:(617) 423-7185
 Product: seafood distributor

GEORGE BURKE SEAFOOD SALES
 20 Oak Street
 Beverly Farms, Massachusetts 01915
 Contact: George H. Burke
 Tel:(508) 927-7424
 Fax:(508) 927-7553
 Product: fish, shrimp, crab, lobster

GORTON'S SEAFOODS
 88 Rogers Street
 Gloucester, Massachusetts 01930
 Contact: Matthew Weber
 Tel:(508) 283-3000
 Fax:(508) 281-7308
 Product: fish, shrimp, molluscs

GRAFFAM BROS.
 18 Central Street
 Rockport, Maine 04856
 Contact: James H. Graffam
 Tel:(207) 236-8391
 Fax:(207) 236-2569
 Product: fresh lobster

IPSWICH SHELLFISH CO. INC.
 14 Hayward Street
 Ipswich, Massachusetts 01938
 Contact: Peter Maistrellis
 Tel:(508) 356-4371
 Product: seafood distributor

JANA BRANDS
 17 Mercer Road
 Natick, Massachusetts 01760
 Contact: Alan Lipocky
 Tel:(508) 620-0001
 Fax:(508) 651-3001
 Product: crab, lobster, surimi

JOHN NAGLE COMPANY
 306 Northern Avenue
 Boston, Massachusetts 02210
 Contact: Russell J. Nagle
 Tel:(617) 542-9416
 Fax:(617) 423-7461
 Product: lobster, molluscs, scallops

JORDAN'S MEAT INC.
 38 India Street
 Portland, Maine 04104
 Contact: Richard Giles
 Tel:(207) 772-5411
 Product: seafood distributor

LEBOEUF & ASSOCIATES INC.
 368 Hillside Avenue
 Needham Heights,
 Massachusetts 02194
 Contact: Normand M. Le Boeuf
 Tel:(617) 444-5666
 Fax:(617) 449-7658
 Product: fish, shrimp, crab, lobster, breaded, prepared, surimi, scallops, squid, oysters, clams, mussels

LEGAL SEAFOODS INC.
 33 Everett Street
 Allston, Massachusetts 02134
 Contact: Roger Berkowitz
 Tel:(617) 783-8084
 Product: seafood distributor

MALONEY SEAFOOD CORPORATION
 235 Northern Avenue
 Boston,
 Massachusetts 02210
 Contact: Thomas M. Maloney Jr.
 Tel:(617) 426-5400
 Fax:(617) 338-6024
 Product: fish, crab, lobster

MAR-LEES SEAFOOD INC.
 110 Herman Melville Blvd.
 P.O. Box 1904
 New Bedford,
 Massachusetts 02740
 Contact: John A. Lees
 Tel:(508) 991-6026
 Fax:(508) 990-3466
 Product: fish, fresh, frozen

MARTIN INT'L CORPORATION
 P.O. Box 987
 Brookline, Massachusetts 02146
 Contact: Lorri Murray
 Tel:(617) 731-1717
 Fax:(617) 731-4257
 Product: fish, fresh, frozen, smoked, cured

MAYFLOWER INTERNATIONAL LTD.

65 Middle Street
P.O. Box 1770
Gloucester, Massachusetts 01930
Contact: William C. Quinby
Tel:(508) 281-2320
Fax:(508) 281-6958
Product: fish, shrimp, lobster, oysters, clams, mussels

MERIDIAN PRODUCTS INC.

39 Foster Street
New Bedford, Massachusetts 02740
Contact: Tom Halstead
Tel:(508) 990-1011
Fax:(508) 990-1088
Product: fish, shrimp, crab, lobster

NATIONAL FISH & SEAFOOD INC.

129 Commercial Street
Malden,
Massachusetts 02148
Contact: Jack A. Ventola
Tel:(617) 397-8774
Fax:(617) 321-4323
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

NEW BOSTON SEAFOODS

2 Food Mart Road
Boston,
Massachusetts 02188
Contact: Al Chiacchio
Tel:(617) 770-8021
Product: seafood distributor

NEW ENGLAND SHRIMP CO. INC.

1 New England Way
Ayer, Massachusetts 01432
Contact: Samuel Giso
Tel:(508) 772-7700
Fax:(508) 772-0337
Product: frozen shrimp

NORDIC GROUP INC.

303 Congress Street
Boston,
Massachusetts 02210
Contact: Terje Korsnes
Tel:(617) 951-2992
Fax:(617) 951-0110
Product: frozen fish, frozen shrimp, smoked fish

NORTH ATLANTIC FISH CO.

66 Commercial Street
Gloucester,
Massachusetts 01930
Contact: Frank Cefalo
Tel:(508) 283-4121
Fax:(508) 283-5948
Product: fish, shrimp, breaded, prepared

NORTH COAST SEAFOODS

12-14 Fargo Street
Boston,
Massachusetts 02210
Contact: Norman Stavis
Tel:(617) 523-0685
Fax:(617) 345-4415
Product: fresh, frozen, smoked, canned

NORTHERN OCEAN RESOURCES

89 Front Street Pier
P.O. Box 968
Marblehead,
Massachusetts 01945
Contact: James LeBoeuf Jr.
Tel:(617) 631-9595
Fax:(617) 631-2336
Product: fish, shrimp, crab, lobster, oysters, clams, oysters, surimi, breaded, prepared

OAK ISLAND FISHERIES INC.

P.O. Box 907
130 Tillson Avenue
Rockland,
Maine 04841
Contact: Asger Jorgensen
Tel:(207) 596-7102
Fax:(207) 596-7105
Product: fresh fish, fresh shrimp

OCEAN FRESH SEAFOOD INC.

473 E. Washington Street
North Attleboro,
Massachusetts 02760-2310
Contact: Robert G. Coutu
Tel:(508) 695-7067
Fax:(508) 699-6970
Product: fresh/frozen fish, shrimp, crab, lobster, oysters, scallops, clams, mussels, surimi, breaded, prepared products

OCEANS UNLIMITED SEAFOODS

P.O. Box 249
861 Lafayette Road
Hampton,
New Hampshire 03842
Contact: Edmund J. Monette
Tel:(603) 926-8515
Fax:(603) 926-2203
Product: fish, shrimp, crab, lobster, scallops, breaded, prepared

OCEAN VENTURE INC.

149 Maple Street
Danvers, Massachusetts 01923
Contact: Norm Desrochers
Tel:(508) 774-9390
Product: seafood distributor

O'DONNELL-USEN FISHERIES CORPORATION

255 Northern Avenue
Boston, Massachusetts 02210
Contact: Jeffrey Payne
Tel:(617) 542-2700
Fax:(617) 482-3527
Product: seafood distributor

OMEGA SEA INC.

138 Spring Street
Newport,
Rhode Island 02640
Contact: Peter Moahrke
Tel:(401) 846-0066
Fax:(401) 846-6170
Product: fish, shrimp, molluscs

RAINBOW SEAFOODS INC.

159 East Main Street
P.O. Box 198,
Gloucester, Massachusetts 01930
Contact: Frank T. Powell
Tel:(508) 263-5103
Fax:(508) 283-3721
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

RITE FOODS INC.

500 E. Street
Boston, Massachusetts 02210
Contact: Bruce J. Rubin
Tel:(617) 426-1144
Fax:(617) 426-6741
Product: fish, smoked, cured

ROYAL GREENLAND U.S.

P.O. Box 1342
 Gloucester, Massachusetts 01930
 Contact: Lawrence E. O'Toole
 Tel:(508) 283-0497
 Fax:(508) 283-8554
 Product: fish, shrimp, lobster

SCAN FOODS INC.

66 Adams Street
 P.O. Box 1292
 Westborough, Massachusetts 01581
 Contact: Heige Helland
 Tel:(508) 366-9095
 Fax:(508) 366-9097
 Product: frozen fish

SEA-TREK ENTERPRISES INC.

45 Water Street
 P.O. Box 59
 East Greenwich, Rhode Island 02818
 Contact: Peter C. Coop
 Tel:(401) 884-3814
 Fax:(401) 884-5443
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

SEABIRD FISHERIES CORP.

P.O. Box 908
 Essex, Massachusetts 01929
 Contact: Robert R. McPhail
 Tel:(508) 768-6360
 Fax:(508) 768-3601
 Product: fish, crab, molluscs

SEAFOOD RESOURCES LTD.

400 Massasolt Avenue
 Suite #103
 East Providence, Rhode Island
 02914
 Contact: Michael J. Burke Jr.
 Tel:(401) 435-4500
 Fax:(401) 435-4525
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

SEAMARK CORPORATION

63 Main Street
 Gloucester, Massachusetts 01930
 Contact: Sidney H. Cohen
 Tel:(508) 281-6490
 Fax:(508) 283-6735
 Product: fish, shrimp, crab, lobster

SEAWISE INC.

4 Greenleaf Woods Drive
 Suite #301
 Portsmouth,
 New Hampshire 03801
 Contact: Michael G. Smith
 Tel:(603) 433-2703
 Fax:(603) 433-6677
 Product: frozen fish, breaded

SHORESIDE INC.

130 Tower Hill Road
 P.O. Box 381
 North Kingstown,
 Rhode Island 02852
 Contact: Russell Haft
 Tel:(401) 294-6650
 Fax:(401) 294-6729
 Product: fish, shrimp, crab, lobster, molluscs

SLADE GORTON & CO. INC.

295 A Street
 Boston, Massachusetts 02210
 Contact: Jack Stanton
 Tel:(617) 357-5800
 Fax:(617) 426-7238
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared, surimi, scallops, squid

SOUTH STREAM SEAFOODS INC.

376 Main Street
 P.O. Box 1637
 East Greenwich,
 Rhode Island 02818
 Contact: Mark A. Soderstrom
 Tel:(401) 885-6550
 Fax:(401) 685-6554
 Product: fish, crab, lobster, scallops, breaded, prepared

STAVIS SEAFOODS INC.

7 Channel Street
 Boston,
 Massachusetts 02210
 Contact: Mary Stavis
 Tel:(617) 482-6349
 Fax:(617) 482-1340
 Product: cuttlefish, fish, shrimp, crab, lobster, surimi, breaded, prepared, oysters, clams, mussels, scallops, squid

STEVE CONNOLLY SEAFOOD CO.

10 Newmarket Square
 Boston, Massachusetts 02118
 Contact: John J. Curley
 Tel:(617) 427-7700
 Fax:(617) 427-7697
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

SUPREME SEA PRODUCTS

111 Foster Street
 Tannery Gardens
 Peabody, Massachusetts 01960
 Contact: Alfred R. Catizone
 Tel:(508) 532-0850
 Fax:(508) 532-3474
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

THE CANADIAN SCALLOP CORP.

P.O. Box 816
 925 Main Street
 East Greenwich, Rhode Island 02818
 Contact: Peter O. Marlon
 Tel:(401) 738-6500
 Fax:(401) 684-0520
 Product: fish, shrimp, crab, lobster, breaded, prepared

THE HADLEY GROUP LTD.

Oliver & Main Streets, P.O. Box 206
 North Easton, Massachusetts 02356
 Contact: Ronald E. Hadley
 Tel:(508) 238-6515
 Fax:(508) 238-7963
 Product: fish, shrimp, crab, lobster, oysters, clams, mussels, breaded, prepared

TURNER FISHERIES INC.

1 Fish Pier
 Boston, Massachusetts 02210
 Contact: John Turner
 Tel:(617) 426-6530
 Product: seafood distributor

U.S. FRESH CORPORATION

62 Hassey Street
 New Bedford, Massachusetts 02740
 Contact: Craig Weatherley
 Tel:(508) 991-5700
 Fax:(508) 991-5556
 Product: fresh, frozen

UNIVERSAL FISH OF BOSTON
 500 West Cummings Park
 Suite #4050
 Weburn, Massachusetts 01801
 Contact: Thomas A Katz
 Tel:(617) 938-1111
 Fax:(617) 932-3386
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

VIKING SEAFOODS INC.
 P.O. Box 159
 50 Crystal Street
 Malden, Massachusetts 02148
 Contact: Charles Gulino
 Tel:(617) 321-6050
 Fax:(617) 397-0527
 Product: seafood distributor

WEST BAY IMPORTS LTD.
 925 Main Street
 East Greenwich,
 Rhode Island 02818
 Contact: Russ Haft
 Tel:(401) 738-6500
 Product: seafood distributor

WHARF SEAFOODS INC.
 P.O. Box 9626
 15 Alfred Street
 Warwick,
 Rhode Island 02889
 Contact: S.R. Babigian
 Tel:(401) 732-4303
 Fax:(401) 738-3558
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

WORLDWIDE SEAFOODS INC.
 7 Conway Street
 New Bedford, Massachusetts 02740
 Contact: Dennis V. Saluti
 Tel:(508) 979-1210
 Fax:(508) 979-1211
 Product: fish, scallops, squid

CANADIAN CONSULATE GENERAL
Three Copley Place
Suite #400
Boston, Massachusetts 02116
United States of America
Tel:(617) 262-3760
Fax:(617) 262-3415
Contact: Mr. Jack McManus

BUFFALO, NEW YORK

The post territory consists of 39 counties in Western, Central and Upstate New York, West Virginia, and Western Pennsylvania, with a total population of close to 5 million. The following list highlights some of the seafood buyers and fish distributors for major food chains in upstate New York.

Wegman's Food Pharmacy

1500 Brooks Avenue

Rochester, New York 14692

Tel: 716-328-2550

Fax: 716-328-9002

Contact: Jim Kilman, Fresh/Frozen

Products: Haddock, Lobster, Scrod

Quality Markets Inc.

P.O. Box 130

Jamestown, New York 14701

Tel: 716-664-6010

Fax: 716-484-6324

Contact: Doug Gilbert, 716-484-6323

Products: Salt-water Fish

Pittsford Fish Market

3400 Monro Avenue

Pittsford, New York 14618

Tel: 716-381-8190

Fax: 716-381-4231

Contact: Nick Vasalos

Products: Haddock

The Lobster Trap

871 Airport Road East

Rochester, New York 14445

Tel: 716-586-9980

Fax: 716-586-4980

Contact: Steve Jacobs

Products: Fresh Lobster

Clark's Poultry and Seafood Market

223 Lake Street

Hamburg, New York 14075

Tel: 716-649-4599

Products: Haddock, Scrod

CANADIAN CONSULATE

One Marine Midland Centre

Suite 3000, Buffalo

New York 14203-2884, U.S.A.

Tel:(716) 852-1247

Fax:(716) 852-1247

Contact: Ms. Marcia M. Grove

Baltimore Fish & Oyster Co.

792 Genesee Street

Buffalo, New York 14211

Tel: 716-896-6900

Fax: 716-896-6508

Products: Cod, Ocean Perch

Schnieders Fish & Seafood Co.

451 Elmwood Avenue

Buffalo, New York 14222

Tel: 716-885-1460

Fax: 716-885-1465

Products: Fresh Haddock, Cod

X-SEA-LNT International Corp.

6265 Sheridan Drive

Williamsville, New York 14221

Tel: 716-632-3633

Fax: 716-632-3632

Contact: Mark Kotok

Products: Haddock, Scallops, Crab

Palmer Food Services

900 Jefferson Road

Rochester, New York 14623

Tel: 716-424-3210

Fax: 716-424-2954

Contact: Kip Palmer, Ray Macavay

Products: Haddock, Sole, Scallops

Hayes Fish Co. Inc.

3985 Harlem Road

Snyder, New York 14226

Tel: 716-839-3354

Fax: 716-839-3356

Contact: Robert Jarus

Products: Clams, Mussels, Halibut

Southtowns Seafood

65 Mid County Drive

Orchard Park, New York 14127

Tel: 716-662-4413

Fax: 716-662-0624

Contact: Dave Norton

Products: Haddock, Cod, Halibut

John G. Trautwein Fish Co. Inc.

251 Grider Street

Buffalo, New York 14215

Tel: 716-893-4493

Fax: 716-894-7325

Contact: Ron Adler

Products: Haddock

King Fish Market

783 Plymouth Avenue

Rochester, New York 14609

Tel: 716-235-1900

Contact: June Kahn

Products: Freshwater Fish, Shellfish

Polge Seafood Distributing Inc.

116 Lynch Street

Syracuse, New York 13210

Tel: 315-422-3474

Fax: 315-479-8550

Contact: Tim Polge

Products: Lobster, Fish, Shellfish

Montondo's Seafood Inc.

201 E. Avenue

Lockport, New York 14094

Tel: 716-434-2818/1-800-724-0312

Fax: 716-434-2922

Contact: Mr. Tim Ennis

Products: Haddock, Pollack, Perch

RMA Distributing

9378 Boston State Road

Boston, New York

Tel: 716-941-5768

Fax: 716-941-5768

Contact: Henry Andrzejewski

Products: Shrimp, Lobster, Crab

C. Bronner Company

6342 Lake Shore Road

Cicero, New York 14025

Tel: 315-699-5993

Fax: 315-699-5901

Products: Bullheads

CHICAGO, ILLINOIS

Chicago, the distribution hub to the Midwestern U.S. with a population base of seven million, should be viewed as a viable and integral part of marketing, promoting, and selling Canadian fish products. O'Hare International, the world's largest airport, can readily facilitate, expedite and ensure freshness of perishable product shipments, not only to Chicago, but other parts of the world.

Of great importance is the impressive hospitality industry resulting from Chicago as a destination for business travellers (3.2 million in 1993). Chicago is host to over 27,000 corporate meetings, trade shows, and conventions, contributing in excess of \$2 billion per year to the city's economy.

The scope of the hospitality-foodservice industry becomes important when leisure travellers (11.9 million in 1993) are included in the overall statistics. In recent years, Chicago has also seen great strides by retailers to actively market and promote fish and seafood products.

In addition to offering substantial marketing opportunities, Chicago is positioned well for offering great promotional venues. Two extremely important international food shows take place in Chicago annually. Held back to back in the month of May, are the Food Marketing Institute Show (FMI) and the National Restaurant Show (NRA), both of which enjoy the status of being the biggest and best in their respected industries.

SUPREME LOBSTER & SEAFOOD COMPANY
 220 E. North Avenue
 Villa Park,
 Illinois 60181
 Contact: Anthony J. Bianco
 Tel:(708) 832-6700
 Fax:(708) 832-6688
 Product: fresh, frozen, smoked, fish, shrimp, crab, lobster, molluscs, breaded, prepared

THE SEAFOOD MERCHANTS
 900 Forest Edge Drive
 Vernon Hills,
 Illinois 60061
 Contact: Roy A. Axelson
 Tel:(708) 634-0900
 Fax:(708) 634-1351
 Product: fresh, frozen, canned, smoked, fish, shrimp, lobster, crab, molluscs, surimi, breaded, prepared

CHICAGO FISH HOUSE
 1250 West Division
 Chicago,
 Illinois 60622
 Contact: Jack Mitsakopoulos
 Tel:(312) 227-7000
 Fax:(312) 227-0451
 Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

SLADE GORTON CO. INC.
 735 West Lake Street
 Chicago, Illinois 60606
 Contact: Norbert J. Thoms
 Tel:(312) 782-4222
 Fax:(312) 782-4267
 Product: frozen, cured, fish, shrimp, crab, lobster, molluscs, breaded, prepared products

MILFICO FOODS INC.
 97 West South Water Market
 Chicago,
 Illinois 60608
 Contact: Ira Gittlin
 Tel:(312) 226-1840
 Fax:(312) 226-2409
 Product: fresh, fish, shrimp, crab, lobster, oysters, clams, mussels, breaded, prepared, surimi seafood, fish meal, fish oil

MORLEY SALES COMPANY
 809 West Madison Street
 Room #507
 Chicago,
 Illinois 60607
 Contact: Robert G. Slavik
 Tel:(312) 829-1125
 Fax:(312) 829-3680
 Product: frozen, fresh, fish, shrimp, crab, lobster, surimi seafood

RYMER INTERNATIONAL SEAFOODS
 300 West Washington
 Suite #1505
 Chicago,
 Illinois 60606
 Contact: Mark A. Ballin
 Tel:(312) 236-3266
 Fax:(312) 236-4169
 Product: frozen, fish, shrimp, crab, lobster, molluscs

OCEAN FOODS COMPANY
 2120 South Canal Street
 Chicago,
 Illinois 60616
 Contact: Robert T. Fagan
 Tel:(312) 226-5213
 Fax:(312) 225-5603
 Product: frozen, fish, shrimp, crab, lobster, molluscs, breaded, prepared, surimi seafood

VITA FOOD PRODUCTS
 2222 West Lake Street
 Chicago,
 Illinois 60612
 Contact: Stephen D. Rubin
 Tel:(312) 738-4500
 Fax:(312) 738-3215
 Product: fish, fresh, frozen, smoked, cured

THE MAZZETTA COMPANY

1990 St. Johns Avenue
Suite #204
Highland Park, Illinois 60035
Contact: Thomas J. Mazzetta
Tel: (708) 433-1150
Fax: (708) 433-8973
Product: frozen, fish, shrimp, crab,
lobster, molluscs

PENGUIN FROZEN FOODS

P.O. Box 2009,
555 Skokie Boulevard
Northbrook, Illinois 60065
Contact: Jack Berg
Tel: (708) 291-9400
Fax: (708) 291-1588
Product: frozen, fish, shrimp, crab,
lobster, breaded, prepared

CENTRAL SEAWAY CO. INC.

1845 Oak Street
Suite #1,
Northfield, Illinois 60093
Contact: Jeffrey Stern
Tel: (708) 446-3720
Fax: (708) 446-9410
Product: frozen, fish, shrimp, crab,
lobster, oysters, mussels

THE FRESH FISH COMPANY

8501 Page Boulevard
Vinita Park, Missouri 63114
Contact: Thomas J. Hillman
Tel: (314) 428-7777
Fax: (314) 428-0751
Product: fresh, frozen, canned,
smoked, fish, shrimp, crab, lobster,
oysters, clams, mussels, breaded,
prepared, surimi seafood

L.H. FROHMAN & SONS

1580 Northwest Highway
Park Ridge, Illinois 60068
Contact: George B. Marczewski
Tel: (708) 635-6520
Fax: (708) 635-7595
Product: fresh, frozen, canned, fish,
shrimp, crab, lobster, clams, oysters,
mussels, breaded, prepared

CANADIAN CONSULATE GENERAL

Two Prudential Plaza
180 N. Stetson Avenue
Suite #2400,
Chicago,
Illinois 60601
United States of America
Tel: (312) 616-1860
Fax: (312) 616-1877
Contact: Ms. Karen L. Willhite

DALLAS, TEXAS

The Canadian Consulate General in Dallas is responsible for a territory which includes Texas, Arkansas, Kansas, Louisiana, New Mexico and Oklahoma. It is a market of 31 million people which continues to enjoy robust population and economic growth. Texas is the second largest state in the United States, by area, and ranks third in population. Three of the country's ten largest cities are located in Texas: Houston, Dallas, and San Antonio. Although Texas is considered to be a consumer of meat and poultry, there is a definite market for the seafood industry. A wide array of seafood is imported from Louisiana, California and Massachusetts (mainly Boston). A large quantity of Canadian seafood enters Texas via Los Angeles and Boston, but as undifferentiated products. It's Canadian identity is no longer evident at the consumer level. In the Dallas territory, the biggest seafood sellers by volume are salmon, shrimp, catfish, orange roughy, surimi, and crab. Salmon and shrimps account for about 80% of the total seafood consumption. Notwithstanding the enormous quantities of shrimp harvested from the Gulf of Mexico, there is potential for species not available in Gulf waters, such as Pendulus Borealis and Pendulus Jordani.

Food Sales Systems

2125 Vanco Drive
Irving, Texas 75061
Tel: 214/721-1911
Fax: 214/554-0335
Contact: Monte Smith
Product: broker, seafood

Gordon-Murdock, Inc.
5717 66th Street
Lubbock, Texas 79424
Tel: 806/794-4175
Fax: 806/794-0779
Contact: Marsha Aston, Executive
Product: broker, seafood

The Lemmons Co.
4300 Beltway Drive
Dallas, Texas 75244
Tel: 214/490-7000
Contact: Larry Lemmons, President
Product: broker, seafood

Lott Marketing Inc.
1328 S. Loop W.
Houston, Texas 77054
Tel: 713/799-9394
Fax: 713/799-1348
Contact: Tommy Lott, President
Product: broker, seafood

Luke Sules, Inc.
4355 Center Gate
San Antonio, 78217
Tel: 210/655-6666
Fax: 210/590-4121
Contact: Joe Soules, President
Product: broker, seafood

Marketing Management Inc.

4717 Fletcher
Fort Worth, Texas 76107
Tel: 817/731-4176
Fax: 817/731-4170
Contact: Mike Hoooper, V.P.
Product: broker, seafood

Marketing Specialist Corp.
502. E. Ramsey
San Antonio, Texas 78216
Tel: 210/349-3101
Fax: 210/349-8641
Contact: Eddie Morrison
Product: broker, seafood

Metropolitan Commercial Inc.
4393 Sunbelt Drive
Addison, Texas 75248
Tel: 214/248-9090
Fax: 214/250-3087
Contact: Garry Burkell
Product: broker, seafood

Nelson Brokerage Co. Inc.
922 Isom
San Antonio, Texas 781216
Tel: 210/341-1010
Fax: 210/341-2933
Contact: Lou Alvarado,
Product: broker, seafood

Orange Brokerage Inc.
806 Airport
Austin, Texas 78762
Tel: 512/385-1853
Fax: 512/385-1064
Product: broker, seafood

Poulsen Foodservice Inc.

2223 Royal Lane
Dallas, Texas 75229
Tel: 214/243-1851
Fax: 214/243-6611
Contact: Don Sibilsky, Marketing
Product: broker, seafood

Rosett Brokerage Co. Inc.
2114 Mannix
San Antonio, Texas 78217
Tel: 210/826-8059
Fax: 210/826-1371
Product: broker, seafood

Tower Marketing Inc.
1133 Avenue G. East
Arlington, Texas 76011
Tel: 817/640-6511
Fax: 817/633-1218
Contact: Ron Jantz, Sales
Product: broker, seafood

Albertson's Texas Division
7580 Oak Grove Road
Fort Worth, Texas 76140
Tel: 817/568-3900
Fax: 817/568-3961
Contact: Mr. Tom Shear, Sales
Product: major grocery store

American Foodservice
4721 Simonton Road
Dallas, Texas 75244
Tel: 214/233-5750
Fax: 214/299-2820
Contact: John Bell, Buyer
Product: distributor, seafood

Ben E. Keith Foods
8220 Forney Road
Dallas, Texas 75227
Tel: 214/388-5411
Fax: 214/388-9942
Contact: Rob Thompson, Buyer
Product: distributor, seafood

Brookshire Bros. Inc.
1201 Ellen Trout Drive
Lufkin, Texas 75901
Tel: 409/634-8155
Fax: 409/634-9198
Product: major grocery store

"Chef Bubba Fine Foods"
102 E. Freeman
Duncanville, Texas 75116
Tel: 214/296-6630
Fax: 214/780-8443
Contact: Jerry Wamble
Product: chef for marketing clubs

Conco Food Service
918 Edwards Avenue
Harahan, LA 70123
Tel: 504/733-5200
Fax: 504/734-7156
Contact: Nelson Trahan, Buyer
Product: distributor, seafood

Earp Meat Co.
6550 Kansas Avenue
Kansas City, KS 66111
Tel: 913/287-3311
Fax: 913/287-3297
Contact: Steve Hewlett, Purchasing
Product: distributor, seafood

F. Christiana & Co. Inc.
7251 River Road
Marrero, LA 70072
Tel: 504/348-3391
Fax: 504/341-2453
Contact: Frank M. Christiana
Product: distributor, seafood

Fiesta Mart Inc.
5235 Katy Freeway
Houston, Texas 77007
Tel: 713/869-5060
Fax: 713/869-6197
Product: major grocery store

Fleming Companies Inc.
6301 Waterford Boulevard
Oklahoma City, OK 73118
Tel: 405/840-7200
Fax: 405/841-8254
Contact: Lance Singleton, Manager
Product: wholesale grocer

Grocery Supply Co.
130 Hillcrest Drive
Sulphur Springs, Texas 75482
Tel: 903/885-7621
Fax: 903/885-6091
Contact: James Jackson, Buyer
Product: distributor, seafood

H. E. Butt Grocery Company
4710 N. Pan Am Expressway
San Antonio, Texas 78218
Tel: 210/662-5415
Fax: 210/662-5223
Contact: Jeff Franzblau, Seafood
Product: grocery store chain, broker

Imperial Food Supply Inc.
4800 North Street
Baton Rouge, LA 70896
Tel: 504/924-4222
Fax: 504/924-3362
Contact: Wayne Jumbonville, Buyer
Product: distributor, seafood

Kraft Foodservices Inc.
2200 Commercial Street
Little Rock, AR 72216
Tel: 501/375-3282
Fax: 501/375-7641
Product: distributor, seafood

Kraft Foodservice, Inc.
525 Central Park Drive, # 525
Oklahoma City, OK 73105
Tel: 405/524-8411
Fax: 405/556-9898
Product: distributor, seafood

Kroger Co.
1901 Gateway
Irving, Texas 75038
Tel: 214/580-3000
Fax: 214/580-3099
Contact: Danny Rider, Buyer
Product: major grocery store

Kroger Co., Houston Division
16770 Imperial Valley Drive
Houston, Texas 77060
Tel: 713/820-7500
Fax: 713/820-7557
Product: major grocery store

Landlock Seafood Co.
1815 Trinity Valley Drive
Carrollton, Texas 75006
Tel: 214/241-7500
Fax: 214/243-3897
Contact: Janet Shelton, Manager
Product: distributor, seafood

Magnolia Seafood
1901 Preston
Houston, Texas 77002
Tel: 713/224-7505
Fax: 713/225-0911
Contact: Jack Owski, Buyer
Product: seafood wholesaler

McLane Foodservice
3015 Center Street
Temple, Texas 76503
Tel: 817/778-4519
Fax: 817/770-0020
Contact: Charles Jones, Purchasing
Product: distributor, seafood

Mid-Central/Sysco Food Services
1915 Kansas City Road
Olathe, KS 66061
Tel: 913/829-5555
Fax: 913/829-2037
Contact: Jim Perry, Buyer
Product: distributor, seafood

Minyard Food Stores
777 Freeport Parkway
Coppell, Texas 75019
Tel: 214/393-8700
Fax: 214/462-9407
Contact: Arley Morrison, V.P.
Product: major grocery store

North Atlantic Seafood
4746 Dodge
San Antonio, Texas 78217
Tel: 210/655-4746
Fax: 210/655-0252
Product: distributor

Randall's Food Markets Inc.
 3663 Briarpark
 Houston, Texas 77042
 Tel: 713/268-3674
 Fax: 713/268-3810
 Contact: Steve Fraley, Director
 Product: major grocery store

Rice Food Markets
 5333 Gulfton
 Houston, Texas 77081
 Tel: 713/662-7700
 Fax: 713/662-7757
 Contact: Ron Shernak, Buyer
 Product: major grocery store

Sam's Club
 608 Southwest, 8th Street
 Bentonville, AR 72712-6297
 Tel: 501/277-7451
 Fax: 501/277-7336
 Contact: Debbie Sears, Buyer
 Product: wholesale marketing clubs

Scrivner, Inc.
 5701 North Shartel
 Oklahoma City, OK 73118
 Tel: 405/841-5500
 Fax: 405/841-5778
 Contact: Dianne Stokes, Buyer
 Product: wholesale grocer

Seafood Supply
 1500 E. Griffin Street
 Dallas, Texas 75215
 Tel: 214/565-1851
 Fax: 214/421-2831
 Contact: Glenda B. Uttram, Buyer
 Product: seafood wholesaler

Sysco Corporation
 1390 Enclave Parkway
 Houston, Texas 77077
 Tel: 713/584-1297
 Fax: 713/584-2588
 Contact: Debra Sixta, Manager
 Product: full line foodservice
 distributor

Tom Thumb Food and Pharmacy
 14303 Inwood Road
 Dallas, Texas 75244
 Tel: 214/661-9700
 Contact: Craig McNight, V.P.
 Product: major grocery store

Tri-State Wholesale Assoc.
 1000 Hawkins
 El Paso, Texas 79915
 Tel: 915/774-6400
 Fax: 915/774-6443
 Contact: Waldo Cavender, Buyer
 Product: seafood wholesaler

U.S. Foodservice Inc.
 (White Swan Foodservice)
 P.O. Box 2804,
 Lubbock,
 Texas 79408
 Tel: 806/747-5204
 Fax: 806/747-6388
 Contact: Darlene Rogers, Buyer
 Product: distributor, seafood

William E. Davis & Sons
 #37, North West
 122nd Street
 Oklahoma City,
 Oklahoma 73114
 Tel: 405/751-4660
 Fax: 405/749-3475
 Contact: Waylon Lovelady, Buyer
 Product: distributor, seafood

Winn-Dixie Texas, Inc.
 5500 South Freeway
 Fort Worth,
 Texas 76115
 Tel: 817/921-1100
 Fax: 817/921-1381
 Contact: Tony Stover, Buyer
 Product: major grocery store

CANADIAN CONSULATE GENERAL
St. Paul Place,
Suite #1700
750 N. St. Paul Street
Dallas,
Texas 75201
United States of America
Tel:(214) 922-9806
Fax:(214) 922-9815
Contact: Mr. Marcel Saucier

DETROIT, MICHIGAN

The population of Michigan is approximately 9.3 million people. The work force is largely comprised of blue collar workers, with the automotive industry dominating employment. According to the Michigan Department of Natural Resources, the consumption of fish products from commercial catch is 12 grams per person per day. The total commercial catch fishery market size in Michigan is estimated at 89 million pounds. The Canadian seafood exports a wide variety of fish species to the Michigan marketplace, however, only a few of these species represent significant volumes. Canadian seafood exports to Michigan are the equivalent of 12.8 million lbs, therefore, Canada's exports to Michigan represent a market share of approximately 14.4 percent of all consumption of commercial caught fish in Michigan.

Akron Seafood Inc.
342 East South
Akron, Ohio
Tel:(216) 434-4721
Product: frozen seafood

Associated Grocers Inc.
30 South Fourth Street
Dennison,
Ohio 44621
Tel:(614) 922-3251
Product: broker, seafood

Atlantic Fish & Seafood Dist. Co.
1016 Tuscarawas
East Canton, Ohio
Tel:(216) 454-1307
Product: frozen seafood

Axelrod Distributing Company
10101 Quincy
Cleveland, Ohio
Tel:(216) 721-6010
Product: frozen seafood

Big Bear Stores Company
770 West Goodale Blvd.
Columbus, Ohio 43212
Tel:(614) 464-6500
Product: broker, seafood

Cardinal Foods Inc.
4700 Fisher Road
Columbus, Ohio 43228
Tel:(614) 878-7171
Product: broker, seafood

First National Supermarkets (Ohio)
17000 Rockside Road
Maple Heights, Ohio 44137
Tel:(216) 587-7100
Product: broker, seafood

Fisher Food Marketing Inc.
1365 Cherry Avenue
Canton, Ohio 44714
Tel:(216) 453-5408
Product: broker, seafood

Fleming Company Inc.
P.O. Box 207,
Massillon,
Ohio 44648
Tel:(216) 879-5681
Product: broker, seafood

Fred W. Albrecht Grocery Company
2700 Gilchrist Road
Akron, Ohio 44035
Tel:(216) 733-2861
Product: broker, seafood

Fulton Fish Company Inc.
3610 Woodland Avenue
Cleveland, Ohio
Tel:(216) 241-7798
Product: fresh seafood

Heinens Inc.
20601 Aurora Road
Warrensville Heights,
Ohio 44146
Tel:(216) 475-2300
Product: broker, seafood

Liberty Fish
4101 Stilmore
Cleveland, Ohio
Product: frozen seafood

Navillus Gourmet Fish Company
19120 Detroit Road
Cleveland, Ohio
Tel:(216) 333-7327
Product: fresh seafood

Noble Fish
16708 Chagrin Blvd.
Cleveland, Ohio
Tel:(216) 752-7220
Product: fresh seafood

Northern Haserot Company
2000 West 14th Street
Cleveland, Ohio
Tel:(216) 439-0600
Product: fresh seafood

Riser Foods
5300 Richmond Road
Bedford Heights, Ohio 44146
Tel:(216) 292-7000
Product: broker, seafood

State Fish Company Inc.
1600 Merwin
Cleveland, Ohio
Tel:(216) 696-0080
Product: frozen seafood

The Kroger Company
1014 Vine Street
Cincinnati,
Ohio 45201
Tel:(513) 762-4000
Product: broker, seafood

W.W. Meats Inc.
2394 Canal Road
Cleveland, Ohio
Tel:(216) 621-7846
Product: frozen seafood

Waterfront Seafoods
5299 Crayton Avenue
Cleveland, Ohio
Tel:(216) 881-4111
Product: fresh seafood

Borman's Inc./Farmer Jacks Division of A&P 18718 Borman Avenue Detroit, Michigan 48228 Tel:(313) 270-1000 Contact: Bill Slimmen Product: Services seafood to grocery markets	Halling Brown 37475 Schoolcraft Street Livonia, Michigan 48150 Tel:(313) 591-0805 Product: seafood	Mid State Fruit Inc. Boon Road Cadillac, Michigan 49601 Tel:(616) 775-2439 Product: distributor of seafood
C. Mascari & Associates 28157 Dequindre Road Madison Heights, Michigan Tel:(313) 399-0950 Product: broker, seafood	Hamady Brothers Food Markets Inc. 3301 South Dort Highway Flint, Michigan 48507 Tel:(313) 744-0000 Contact: Phil Hollander Product: Services seafood to grocery markets	Miesel/Sysco Foodservice Co. 41600 Van Born Road Canton, Michigan 48188 Tel:(313) 397-7990 Contact: Don Staley Product: distributor of seafood
Caramagno Foods Co. Inc. 14255 Dequindre Avenue Detroit, Michigan 48212 Tel:(313) 869-8200 Product: seafood	Harding's Market West Inc. 211 Bannister Street Kalamazoo, Michigan 49080 Tel:(616) 685-9807 Contact: Dave Glidden Product: Services grocery markets	Northland Marketing P.O.Box 865 Southfield, Michigan 48037 Tel:(313) 353-0222 Product: seafood
D. & W. Food Center Inc. 3966-44th Street S.W. Grandville, Michigan 49418 Tel:(616) 538-2180 Contact: Larry Laninga Product: Services grocery markets	James K. Tamakian & Co. P.O.Box 2127 Detroit, Michigan 48037 Tel:(313) 424-8500 Product: trading house	Northwest Food Company 12301 Conanaat Detroit, Michigan 48212 Tel:(313) 368-2500 Product: seafood
Fata & Sons Inc. 16740 Industrial Parkway Lansing, Michigan 48906 Tel:(517) 321-5991 Product: seafood	King Frost Foods Inc. 1900 Alfred Street Detroit, Michigan 48207 Tel:(313) 567-1387 Contact: Tom Soloman Product: seafood	Sahakian, Saum & Gordon Brokers 15160 W. Eight Mile Road, Suite #207 Oak Park, Michigan 48237 Tel:(313) 968-4800 Product: broker, seafood
Glen's Markets 829 West Main Street Gaylord, Michigan 49735 Contact: Larry Schumanns Product: Services seafood to grocery markets	Lombardi Foodservice 2465--23 Mile Road Utica, Michigan 48087 Tel:(313) 254-3550 Product: distributor of seafood	Salasnek Fisheries Inc. 2140 Wilkins Street Detroit, Michigan 48207 Tel:(313) 567-2000 Contact: Roy Phillips Product: distributor of fresh various seafood outlets
Gordon Food Service Inc. 333-50th Street S.W. Grand Rapids, Michigan 49508 Tel:(616) 530-7000 Contact: Jim Linton Product: distributor of seafood	Meadowdale Foods Inc. 8711 Meadowdale Avenue Detroit, Michigan 48228 Tel:(313) 943-3300 Contact: Tom Yanaga Product: Services grocery markets	Standard Fish Distributors 1011 East Ferry Detroit, Michigan 48208 Tel:(313) 871-1115 Contact: Howard/David Halpern Product: distributor of seafood
Grants-Sysco Food Service Inc. 2700 Perkins Avenue Saginaw, Michigan 48601 Tel:(517) 752-3161 Product: distributor of seafood	Meijar Inc. 2929 Walker Avenue N.W. Grand Rapids, Michigan 49504 Tel:(616) 453-6711 Contact: Dale Mathews Product: Services grocery markets	Stapleton's 2375 Midland Road Hemlock, Michigan 48626 Tel:(517) 642-5211 Product: seafood

Superior Fish Company
 327 East Fourth Street
 Royal Oak, Michigan 48067
 Tel:(313) 541-4632
 Contact: David Dean
 Product: distributor of seafood

Superior Seafoods
 4243 Broadmoor S.E.
 Grand Rapids, Michigan 49508
 Tel:(616) 698-7700
 Product: seafood

Sysco/Frost-Pack Food Services
 3700 Sysco Ct. S.E.
 Grand Rapids, Michigan 49508
 Tel:(616) 949-3700
 Product: distributor of seafood

The Great Atlantic and Pacific Tea
 19900 W. Nine Mile Road
 Southfield, Michigan 48075
 Tel:(313) 353-1212
 Contact: Bob Folwell
 Product: services seafood to grocery
 markets

The Kroger Company
 17197 Laurel Park Drive North
 Livonia, Michigan 48151
 Tel:(313) 462-6800
 Contact: Russ Kittleson
 Product: services seafood to grocery
 markets

The Pfeister Company
 P.O.Box 3304
 36300 Schoolcraft Street
 Livonia, Michigan 48150
 Tel:(313) 591-1900
 Product: broker, seafood

The Sonneveldt Co.
 435 Ionia Avenue S.W.
 Grand Rapids, Michigan 49503
 Tel:(616) 456-7171
 Product: seafood

United Fish distributors
 1349 Adelaide Avenue
 Detroit, Michigan 48207
 Tel:(313) 567-6533
 Contact: Louis Davis
 Product: distributor of seafood

Western Fish Co. Inc.
 2515 Michigan Ave
 Detroit, Michigan 48216
 Tel:(313) 237-0080
 Contact: Mike Davidson,
 Product: distributor of seafood

Weyand Fisheries Inc.
 471 Biddle Street
 Wyandotte, Michigan 48208
 Tel:(313) 284-0400
 Contact: Pat Weyand
 Product: seafood

CANADIAN CONSULATE GENERAL
 600 Renaissance Center,
 Suite #1100,
 Detroit,
 Michigan 48243-1798
 United States of America
 Tel:(313) 567-2085
 Fax:(313) 567-2164
 Contact: Mr. Ron Biddle

LOS ANGELES, CALIFORNIA

California offers Canadian seafood exporters a market of 30 million plus consumers, slightly larger than the Canadian domestic market. Seafood has increasingly become a more significant part of the average diet for Californians, and in fact, California has the highest per capita consumption of Seafood in the USA. There are two major trade shows featuring seafood held annually in the United States, the Boston Seafood Show and the Sea Fare International. Sea Fare held in September at the Long Beach Convention Centre in Long Beach, California, offers visitors access to representatives from all facets of the seafood industry. Canadian exporters who visit the show have the opportunity to make contact with potential clientele from all sectors of the seafood industry in the United States.

Alco 119 Wilhardt Street Los Angeles, California 90012 Tel: (213) 222-6001 Contact: Alan Wong Product: Shellfish, Shrimp	Asia Shipping & Trading Corporation 1117 Westminster Avenue Alhambra, California 91803 Tel: (818) 576-8493 Contact: Kenneth H.Y. Chao Product: Fish (Frozen/Canned)	Cabco Export Inc. 28635 Hazelridge Drive P.O. Box 7000-167 Rancho Palos Verdes, California 90274 Tel: (213) 377-1427 Contact: Mike Hayashi Product: Salmon, Crab, Herring Roe
Alpine International Corporation 690 Moulton Avenue (90031) P.O.Box 60929 Los Angeles, California 90060 Tel: (213) 222-9196 Contact: Frank Lee Product: Scallop, Lobster, Shrimp, Crab, Squid	B/R Sales Company Inc. 6924-G Canby Avenue, #119, Reseda, California 91335 Tel: (818) 705-6511 Contact: Stan Arnett Product: Fish, Shrimp, Scallops, Swordfish	Cade-Grayson Company P.O. Box 1955 Vista, California 92083 Tel: (619) 941-2733 Product: Shellfish
Amende & Schultz Inc. 1017 Fremont Avenue P.O.Box 788 South Pasadena, California 91030 Tel: (213) 682-3806 Contact: Neil Osser Product: Fish, Shellfish	Bangkok Market Inc. 2849 Leonis Blvd. Los Angeles, California 90058 Tel: (213) 585-5385 Contact: Mary Tila Product: Frozen Fish, Shellfish	California Seafood Corporation 3094 Ellington Drive, #206 Los Angeles, California 90068 Tel: (213) 851-6901 Contact: Sandy Yudovin Product: Fish (Fresh/Frozen)
American Hong Kong Everon Company 413 North Harvard Blvd. Los Angeles, California 90004 Tel: (213) 611-6302 Contact: John Kwong Product: Frozen Fish, Shellfish	Bromar Food Service Sales 9420-G Telstar Avenue Suite #200, El Monte, California 91731 Tel: (818) 442-9310 Contact: John Hassey Product: Fish, Seafood	Catalina Fish Company Inc. 2210 Signal Place San Pedro, California 90731 Tel: (213) 832-0241 Contact: Nick Vitalich Product: Fish, Squid, Mackerel, Tuna, Bonito, Swordfish
Aria International Investments 150 South Los Robles Avenue, #5 Pasadena, California 91101 Tel: (818) 795-7720 Fax: (818) 795-7738 Contact: Parviz Aria Product: Fish, Shellfish	Bumble-Bee Seafoods Inc. P.O.Box 23508 San Diego, California 92123 Tel: (619) 560-0404 Fax: (619) 560-6595 Contact: J.T. McCarthy Product: Fish, Shellfish, Tuna, Salmon, Oyster	City Sea Foods Inc. 531 Towne Avenue Los Angeles, California 90013 Tel: (213) 746-1307 Product: Fish and Shellfish
		Comeau's Seafoods Inc. 350 K Milliken Ontario, California 91761 Contact: Stell C. Paterson Product: Scallops, Fillets, Shrimp, Herring, Crab, Surimi, Smoked

Crown Price
4821 Gregg Road, P.O. Box 510
Pico Rivera, California 90660-0510
Tel:(213) 692-8763
Contact: Robert Hoffman
Product: Mackerel, Abalone, Sardines, Oysters, Clams, Shrimp, Crab, Lobster, Anchovy

Deep Sea Shrimp Importing Co. Inc.
101 South First Street, Suite 401
Burbank, California 91502
Tel:(213) 849-6679
Contact: Daniel Wood
Product: Shrimp

Denton & Associates
1786-GW Lincoln Avenue, Ste F
Anaheim, California 92801
Tel:(714) 999-1022
Contact: Larry Denton
Product: Fish, Clams, Shrimp, Crab, Sardines

Dong Loi Seafood Company
9717 Bolsa Avenue
Westminster, California 92683
Tel:(714) 531-1071
Contact: Loi Hung Huynh
Product: Fish (Fresh/Frozen), Lake Smelts

Fisherman's Wharf Market
Breakwater Santa Barbara
Santa Barbara, California 93109
Tel:(805) 966-4494
Contact: Allen Stuart
Product: Fresh Fish and Shellfish

Fishking Processors Inc.
1324 East 15th Street
Los Angeles, California 90021
Tel:(213) 746-1307
Contact: Al Nigorivawa
Product: Frozen Fish and Shellfish

Food Service Marketing Inc.
5517 N. Canyon Highway
Phoenix, Arizona 85015
Tel:(602) 246-8595
Contact: J. Corey
Product: Fish, Shellfish, Shrimp, Cod, Pollock

Foodservice Associates
7801 East Telegraph Road, Unit L
Montebello, California 90640
Tel:(213) 685-7943
Contact: Bob Anderson
Product: Fish, Mahi-mahi

G & G Food Sales Company
6705 North 8th Street
Phoenix, Arizona 85014
Tel:(602) 264-9518
Contact: Bob Ganz
Product: Fish, Shellfish (Frozen/Canned)

G.W. Market
672 North Spring Street
Los Angeles, California 90012
Tel:(213) 624-0277
Contact: Bill Chan
Product: Fish, Shellfish (Fresh/Frozen)

Great Pacific United Inc.
812 East 12th Street
Los Angeles, California 90021
Tel:(213) 741-0323
Contact: Ble Chun
Product: Fish, Shellfish (Frozen/Canned)

Han Yang Trade Company Inc.
13760 South Gramercy Place
P.O. Box 5539
Gardena, California 90249-5539
Tel:(213) 532-7040
Contact: Won H. Min
Product: Shellfish, Fresh, Frozen, Canned

Hanwa American Corporation
624 South Grand Avenue #2304
Los Angeles, California 90017
Tel:(213) 627-9931
Contact: Mikio Tanaka
Product: Seafood

Harrison Pierce & Company Inc.
418 South Central Avenue #100
Los Angeles, California 90013
Tel:(818) 629-1741
Contact: Cheryl Wall
Product: Frozen Fish, Shellfish

Holly Seafood Company
410 Towne Avenue
Los Angeles, California 90013
Tel:(213) 625-2513
Contact: Dick Merry
Product: Fish, Shellfish, Frozen

International Seafood Ventures
624 East 4th Street
Los Angeles, California 90013
Tel:(213) 617-0141
Contact: Stewart Kozloff
Product: Salmon, Crab, Lobster, Shrimp, Milkfish

International Seafood Sales
463 South Crescent Heights Blvd.
Los Angeles, California 90048
Tel:(213) 938-6561
Fax:(213) 938-6704
Contact: Harry Cohen
Product: Fish, Shellfish

International Marine Product Inc.
500 East 7th Street
Los Angeles, California 90014
Tel:(213) 680-0497
Contact: Kunihiko Kawakami
Product: Fish, Shellfish, Tuna, Salmon, Shrimp

J.J. Camillo Seafood Brokerage Co.
545 Harbor Lane
San Diego, California 92101
Tel:(619) 238-1963
Contact: Maurice Camillo
Product: Fish, Shellfish, Crab, Halibut, Shrimp

Jac Creative Food Inc.
3050 East 11th Street
Los Angeles, California 90023
Tel:(213) 263-3344
Fax:(213) 263-4012
Contact: Terri Kishimoto
Product: Surimi, Analogs Fresh

Jin Han International Inc.
2911 South Compton Avenue
Los Angeles, California 90011
Tel:(213) 233-5261
Contact: J.S. Kim
Product: Croaker, Squid

Josefina Fish Company
 2451 Borton Drive
 P.O. Box 92028
 Santa Barbara, California 93109
 Tel:(805) 965-5567
 Contact: Andres Martinez
 Product: Shellfish, Sea Urchin

K & C Food Sales
 222-GE 38th Street
 Vernon, California 90058
 Tel:(213) 232-1037
 Contact: Bob Wines
 Product: Cod (Fresh/Frozen),
 Scallops, Pollock

Kanaloa Imports
 2828 Serena Road
 Santa Barbara, California 93105
 Tel:(805) 682-6169
 Contact: Don Disraeli
 Product: Fish (Fresh/Frozen),
 Shellfish

Kelly-Clarke Inc.
 1540 South Bridge Gate Drive
 Diamond Bar, California 91765
 Tel:(714) 860-6757
 Contact: Dick Olmstead
 Product: Fish, Shellfish

King Meat Inc.
 4215 Exchange Avenue
 Los Angeles, California 90058
 Tel:(213) 582-7401
 Contact: Mike Hughes
 Product: Fish, Shellfish

L.H. Rodriguez Seafoods Inc.
 3541 South 12th Avenue
 Tucson, Arizona 85711
 Tel:(602) 623-1931
 Contact: L.H. Rodriguez
 Product: Fish, Shellfish, Frozen,
 Canned

Long Beach Seafoods Company
 825 West 16th Street
 Long Beach,
 California 90813
 Tel:(213) 435-5357
 Contact: Barry Stilwell
 Product: fish (Fresh/Frozen)

Long Beach Enterprise Inc.
 12319 Florence Avenue
 P.O. Box 3048
 Sante Fe Springs,
 California 90670
 Tel:(213) 944-8945
 Contact: Tai Tran
 Product: Frozen Fish, Halibut,
 Swordfish, Salmon, Crab, Scallops

Lorenzana Food Corporation
 627 North Vermont Avenue
 Los Angeles,
 California 90004
 Tel:(213) 660-2220
 Contact: Gerry Garland
 Product: Fish
 (Fresh/Frozen/Canned)

Los Angeles Fish & Oyster Co.
 2212 Signal Place
 San Pedro,
 California 90731
 Tel:(213) 832-4249
 Contact: John Robinson
 Product: Fish (Fresh/Frozen)

**Los Angeles Smoking & Curing
 Company**
 778 Kobler Street
 P.O. Box 21938
 Los Angeles, California 90021
 Contact: Louis Vitale
 Tel:(213) 622-0724
 Product: Salmon, Herring, Shrimp,
 Crab, Cod

Marine Service Enterprise Inc.
 P.O. Box 3007
 Del Mar, California 92014-6007
 Tel:(619) 481-8610
 Fax:(619) 481-6762
 Contact: William J. Horner
 Product: Tuna (Frozen/Canned)

Mariner's Seafood Product Inc.
 1140 Fremont Avenue
 South Pasadena,
 California 91030
 Tel:(818) 799-4166
 Contact: Douglas A. Glithero
 Product: Fish, Shellfish
 (Fresh/Frozen)

Mitsubishi Foods (MC) Inc.
 9605 Scranton Road, Suite 800
 P.O. Box 81226
 San Diego, California 92138
 Tel:(619) 587-9000
 Contact: Michael E. Dunn
 Product: Canned Tuna, Oyster,
 Clam, Mackerel

Morrison Distributing
 2242 East Mabel Street
 Tucson, Arizona 85719
 Tel:(602) 326-1070
 Contact: Harry L. Morrison
 Product: Fish, Shellfish

Nam Hoa Fish Market
 656 North Broadway
 Los Angeles, California 90012
 Tel:(213) 617-3400
 Contact: Nguyen Hahn
 Product: Fish, Shellfish

National Brokerage of California Inc.
 1424/26 East Katella Avenue
 Anaheim, California 92805
 Tel:(714) 978-0999
 Contact: Marna Baumgarten
 Product: Frozen Fish, Shellfish

Neptune Foods Inc.
 619 Kohler Street
 P.O. Box 21391
 Los Angeles, California 90021
 Tel:(213) 626-5895
 Contact: Hector Poon
 Product: Frozen Shrimp, Scallops,
 Oyster, Fillets

Normark Foods Inc.
 3200-GW Temple Street
 P.O. Box 26905
 Los Angeles, California 90026
 Contact: John Goodwin
 Product: Seafood

Ocean Fish Company
 2204 Signal Place
 P.O. Box 83
 San Pedro, California 90733
 Tel:(212) 519-9225
 Contact: Stanley DiMegilo
 Product: Fish, Shellfish

Ocean Crown Sea Food
6021 Scott Way
Commerce, California 90040
Tel: (213) 724-0202
Contact: Don Chapman
Product: Fish (Fresh/Frozen)

Pacific Atlantic Sales Corporation
888 Prospect Street
Suite 300
La Jolla, California 92037
Tel: (619) 452-7340
Contact: Saul Rosenberg
Product: Fish, Shellfish

Pacific King Foods Inc.
143 East Foothill Blvd.
Suite A,
Pomona, California 91767
Tel: (714) 593-0327
Contact: Yukio Bito
Product: Surimi, Herring

Pacific Fresh Fish Company
535 Stanford Avenue
Los Angeles, California 90013
Tel: (213) 623-6220
Contact: Joon Sik Pak
Product: Fish, Shellfish
(Fresh/Frozen)

Pacific Marine Product Corporation
398 South Kalorama Street
Ventura, California 93001
Tel: (805) 648-3261
Fax: (805) 648-7148
Contact: Ryosuke Matsui
Product: Sea Urchin (Fresh/Frozen)

Pan American Seafood Inc.
815 Thompson Avenue
Glendale, California 91201
Tel: (818) 956-5888
Contact: Douglas F. Graham
Product: Frozen Shrimp

Pan Asia (U.S.A) Company
15237 Texaco Avenue
P.O. Box 851
Paramount, California 90723
Tel: (213) 634-5400
Contact: Somachi Kiatsrich
Product: Fish, Seafood

Pinski, Gene, & Associates
131-GE Fig Street
Suite 105
Fallbrook, California 92028
Tel: (213) 548-4144
Contact: Wayne Dearden
Product: Fish

R.M. Sloan Company
732 West 9th Street, #207
P.O. Box 1637
San Pedro, California 90731
Tel: (212) 775-7555
Contact: Doug Harbison
Product: Fish, Shellfish
(Fresh/Frozen)

R.S. Wilson Company
4560 Admiralty Way, Suite 108B
P.O. Box 11803
Marina Del Ray,
California 90292
Tel: (213) 306-6702
Contact: Robert S. Wilson
Product: Fishery By-products

R.W. Joyce Company Inc.
11777 San Vicente Blvd.
P.O. Box 49917
Los Angeles, California 90049
Tel: (213) 879-9681
Fax: (213) 820-0943
Contact: Barry Cook
Product: Shellfish, Turbot, Orange
Roughy

Rose Frozen Shrimp Inc.
541 Ceres Avenue
Los Angeles,
California 90013
Tel: (213) 626-8251
Contact: Ken Takiguchi
Product: Shrimp, Scallops, Pollock,
Oyster, Perch

Rotal Pacific Seafood Company Inc.
3636 5th Avenue, #306
San Diego,
California 92103
Tel: (619) 235-8284
Contact: Gerry Segawa
Product: Fish, Shellfish
(Fresh/Frozen)

Royal Crown Enterprises Inc.
520 Hofgarden
La Puenta, California 91744
Tel: (818) 336-4433
Contact: Juergen Lotter
Product: Shellfish

S.E. Rykoff & Company Inc.
761 Terminal Street
P.O. Box 21921
Los Angeles, California 90021-0917
Tel: (213) 622-4131
Contact: Andrew Weiss
Product: Fish (Frozen/Canned)

S.M. Uni Service
728 Ceres Avenue
Los Angeles, California 90021
Tel: (213) 626-2557
Contact: Neal Matsushita
Product: Sea Urchin

Schifano Food Sales Inc.
537 East Delano
Tucson, Arizona 85705
Tel: (602) 622-1521
Contact: Joseph Schifano
Product: Fish, Shellfish, Shrimp,
Lobster

Sea Corp Sales Inc.
133 Paradise Cove
Malibu, California 90265
Tel: (213) 457-9116
Contact: Don Sway
Product: Fish (Fresh/Frozen)

Seley & Company
1515 Hope Street
P.O. Box 36
South Pasadena,
California 91030
Tel: (818) 799-1196
Contact: Tobby Silverness
Product: Seafood

Shelter Island Seafood
667 South Santa Fe Avenue
Los Angeles, California 90022
Tel: (213) 627-4646
Contact: Mike Cherashore
Product: Fish, Shellfish
(Fresh/Frozen)

Southern California Trading Corp.
 9322 Bellanca Avenue
 Los Angeles, California 90045
 Tel:(213) 216-6933
 Contact: Mas Takahashi
 Product: Shellfish (Fresh/Frozen),
 Sea Urchin

Standard Seafood
 2208 Signal Place
 San Pedro,
 California 90731
 Tel:(212) 832-8395
 Contact: Alan Harvey
 Product: Fish, Shellfish
 (Fresh/Frozen)

Star Fisheries Inc.
 2206 Signal Place
 San Pedro, California 90731
 Tel:(213) 832-8395
 Contact: Anthony DiMaggio
 Product: Fish, Salmon, Cod,
 Snapper

Star-Kist Foods Inc.
 180 East Ocean Blvd.
 Long Beach,
 California 90802
 Tel:(213) 590-7900
 Contact: Allyn Ayotte
 Product: Tuna, Mackerel, Sardine
 (Canned)

State Fish Company
 2194 Signal Place
 San Pedro,
 California 90731
 Tel:(213) 775-7171
 Contact: John Deluca
 Product: Halibut, Cod, Pacific
 Snapper

T.J. Hines & Company Limited
 226 East Canon Perdido, Suite 1
 P.O. Box 52
 Santa Barbara,
 California 93102
 Tel:(805) 965-6593
 Contact: Tom Hines
 Product: Fish (Fresh/Frozen),
 Shellfish, Abalone, Crab, Halibut,
 Salmon, Rockfish

Tri-Marine International (Pte) Limited
 150 West 7th Street, Suite 205
 San Pedro, California 90731
 Tel:(213) 548-6245
 Contact: Renato Curto
 Product: Frozen Shrimp, Swordfish,
 Tuna

United Poultry Company
 736 North Broadway
 Los Angeles, California 90012
 Tel:(213) 624-3788
 Contact: Nelson Moy Jr.
 Product: Shellfish, Swordfish

Velling, Gene J. Company Inc.
 9 Cupania Circle
 Monterey Park, California 91754
 Tel:(213) 888-6938
 Product: Shrimp, Crab, Halibut,
 Scallops, Whiting

W.H Company Limited
 1170 North Durfee Avenue, Suite 1
 South El Monte, California 91733
 Tel:(818) 444-7761
 Contact: Keith Hines
 Product: Lobster, Salmon, Crab,
 Shrimp, Dogfish

W.R. Merry Seafood Company Inc.
 636 Stanford Avenue
 Los Angeles, California 90021
 Tel:(213) 623-2306
 Contact: Bill Merry Jr.
 Product: Fish, Shellfish
 (Fresh/Frozen)

Wing Lee Shrimp Company Inc.
 1422 Sunset Blvd.
 Los Angeles, California 90026
 Tel:(213) 250-4504
 Contact: Gordon Au
 Product: Shrimp, Scallops, Lobster

Wolfstein International Inc.
 706 South Hill Street,
 Suite #1250
 Los Angeles, California 90014
 Tel:(213) 689-9514
 Contact: Philip Wolfstein
 Product: Fish, Shellfish, Octopus,
 Shrimp, Shark

Woo Chee Chong Inc.
 633-16th Street
 San Diego,
 California 92101
 Tel:(619) 233-6311
 Contact: Jerry Pitcher
 Product: Fish, Shellfish
 (Fresh/Frozen)

Yanagita Trading Company
 1600 West Redondo Beach Blvd.,
 Suite #205
 Gardena, California 90247
 Tel:(213) 321-4862
 Contact: Ken Yanagita
 Product: Fish, Shellfish
 (Fresh/Frozen/Canned)

A. Giurlani U.S.A.
 1625 West Campbell Avenue
 Campbell, California 95008
 Tel:(408) 370-2800
 Fax:(408) 370-2046
 Product: Canned Anchovies

A.H. Hansen Sales Limited
 P.O. Box I9008
 Honolulu,
 Hawaii 96817
 Tel:(808) 847-3032
 Fax:(808) 847-3032
 Product: Mahi Mahi, Lobster,
 Shrimp, Scallops, Mussel, Ono,
 Oyster, Smoked Tuna

Aliotti Wholesale Fish Company
 P.O. Box 3325
 Monterey,
 California 93940
 Tel:(408) 375-2881
 Product: Squid, Herring, Kingfish,
 Pacific Mackerel, Spanish Mackerel,
 Anchovy, Fish

American Ex-Im Corporation
 805 Kearny Street
 San Francisco,
 California 94108
 Tel:(415) 362-2255
 Fax:(415) 362-4859
 Product: Mackerel, Mullet, Crevalle,
 Lobster, Blue Crab, Dungeness
 Crab, Mullet Roe

Anchor Shellfish
 P.O. Box 410215
 San Francisco,
 California 94141
 Tel:(415) 928-5394
 Fax:(415) 928-5692
 Product: Broker of Salmon, Orange
 Roughy, Scallops, Mussels,
 Bluenose, Abalone

Aptco Inc.
 2300 Army Street
 San Francisco, California 94124
 Tel:(415) 648-6688
 Fax:(415) 826-8808
 Product: Crab, Clam, Shrimp,
 Scallop, Lobster

Atlantic Trading Company Inc.
 900 Bridgeway
 Sausalito,
 California 94965
 Tel:(415) 673-0341
 Fax:(415) 331-5746
 Product: Farmed Canadian Salmon,
 Trout, Skaarfish, Shrimp
 (Fresh/Frozen)

Avalon Bay Foods Inc.
 300 Epley Drive
 Yuba City, California 95991
 Tel:(916) 671-6661
 Fax:(916) 673-8413
 Product: Breaded
 Shrimp/Sole/Flounder

Barkley Meat Company
 P.O. Box 7582
 South Lake Tahoe,
 California 95731
 Tel:(916) 541-4454
 Fax:(916) 541-0823
 Product: Salmon, Mahi Mahi,
 Halibut, Rockfish, Cockles, Scallops,
 Mussels, Oyster

CA Sunshine Fine Foods Inc.
 144 King
 San Francisco,
 California 94107
 Tel:(415) 543-3007
 Fax:(415) 543-5172
 Product: Sturgeon, Sturgeon Roe

Cal-Nesia Trading Company
 P.O. Box 170653
 San Francisco,
 California 94117
 Tel:(415) 928-1701
 Fax:(415) 928-5692
 Product: Orange Roughy, Bluenose,
 Snapper, Salmon, Mussels, Cockles,
 Kingklip, John Dory

California Shellfish Company
 655 Beach Street
 Suite #200
 San Francisco, California 94109
 Tel:(415) 775-8088
 Fax:(415) 775-7815
 Product: Fish (Fresh/Frozen)

Central Seaway Company
 P.O. Box 686
 Aptos, California 95001
 Tel:(408) 688-1399
 Product: Fish
 (Fresh/Frozen/Canned), Shellfish

Charles P. Kearney & Company
 1330 Broadway
 Suite #815
 Oakland, California 94612
 Tel:(415) 452-4493
 Fax:(415) 452-2815
 Product: Salmon, Shrimp, Scallops,
 Crab

Charlie Seafood
 293 Bayshore Boulevard
 San Francisco,
 California 94124
 Tel:(415) 824-2690
 Fax:(415) 994-1884
 Product: Sole, Rockfish, Oysters,
 Clams, Geoducks, Crab, Lobster,
 Carp

Consolidated Factors
 Box 1389
 Monterey,
 California 93942
 Tel:(408) 375-5121
 Product: Salmon, Crab, Squid,
 Shrimp Meat, Groundfish, Fish
 (Fresh/Frozen), Shellfish
 (Fresh/Frozen)

Del Monte Capital Meat
 948 Arden Way
 Sacramento, California 95815
 Tel:(916) 927-0595
 Fax:(916) 927-5996
 Product: Shrimp, Lobster

Dupont Market Inc.
 1990 Davis Street
 San Leandro, California 94577
 Tel:(408) 298-5593
 Product: Salmon, Clams, Squid,
 Shrimp, Scallops, Rockfish, Crab,
 Oyster

E.K. Fisheries and Fine Food
 P.O. Box 17325
 Honolulu, Hawaii 96817
 Product: Fish, Shellfish

Edward Feigon Enterprises
 P.O. Box 686
 Aptos, California 95001
 Tel:(408) 688-1399
 Product: Fish, Fresh, Frozen,
 Canned, Shellfish

Ferntrade Corporation
 570 Parrott Street
 San Jose, California 95112
 Tel:(408) 971-0997
 Fax:(408) 286-1866
 Product: Milkfish

Garden Island Seafood Inc.
 524 Ohohla Street
 Honolulu, Hawaii 96819
 Tel:(808) 833-6645
 Fax:(808) 833-3634
 Product: Salmon, Red Snapper, Fish

Golden Food Market
 2776 Mission Street
 San Francisco, California 94110-3199
 Tel:(415) 647-1938
 Product: Fish (Fresh/Frozen)

Great Atlantic Lobster Company
 2400 Embarcadero
 Oakland, California 94606-5312
 Tel:(415) 532-4477
 Product: Salmon, Crab, Clam, Fish,
 Oyster, Mussels, Shellfish

Gulfspray Seafood 609-11 Cole Street San Francisco, California 94117 Tel:(415) 221-6354 Product: Broker of Salmon, Shrimp, Tuna, Soft Shell Crab, Trout	International Seafood Division of Tung Yung Trading Corporation 369 Pine Street San Francisco, California 94104 Tel:(415) 397-0954 Fax:(415) 397-1434 Product: Frozen Fish, Frozen Shellfish	King Food Service 3109 Koapaka Street Honolulu, Hawaii 96819 Tel:(808) 834-5464 Fax:(808) 833-5946 Product: Fish, Frozen, Canned, Whole, Lobster, Crab, Salmon
H & W Foods 1535 Colburn Street Honolulu, Hawaii 96817 Tel:(808) 847-1931 Fax:(808) 841-8687 Product: Mahi Mahi	J & F Enterprises Limited 1350 Ala Moana Boulevard, #1508 Honolulu, Hawaii 96814 Tel:(808) 538-6771 Fax:(808) 847-3930 Product: Fish	Kingco Enterprises P.O. Box 1926 San Mateo, California 94401 Tel:(415) 347-0403 Fax:(415) 347-2840 Product: Whiting, Sea Trout, Grouper, Frozen Shellfish
Hanmi Inc. 444 Littlefield Avenue South San Francisco, California 94080 Tel:(415) 952-5298 Fax:(415) 952-2573 Product: Oyster, Clam Meat, Squid, Saury	Jack Bray Food Sales 1485 Bayshore Boulevard, #419 San Francisco, California 94124 Tel:(415) 468-4460 Product: Broker of Seafood	Kona Suisan P.O. Box K Kailua-Kona, Hawaii 96745 Tel:(808) 329-3558 Fax:(808) 329-0699 Product: Fish (Fresh/Frozen)
Hawaii Integrated Inc. 815 Gulick Street Honolulu, Hawaii 96819 Tel:(808) 847-1553 Product: Shad, Pacific Mackerel, Shrimp	Jackson Import Corporation 330 Shaw Road South San Francisco, California 94080 Tel:(415) 873-0880 Fax:(415) 952-4968 Product: Dace, Catfish, Pomfret	M & O Trade 2155 Powell Street San Francisco, California 94133 Tel:(415) 391-9144 Fax:(415) 391-9495 Product: Shrimp, Frozen Squid
Hop Woo Company Limited 1220 Howard Street San Francisco, California 94103 Tel:(415) 864-1564 Product: Shark Fin	Kapono Sales Inc. 3435 Waialae Avenue Suite 207 Honolulu, Hawaii 96816 Tel:(808) 735-2828 Fax:(808) 734-7755 Product: Fish, Shellfish	Mid-Pacific Hawaii Fishery Inc. General Lyman Field Old Airport Road Hilo, Hawaii 96720 Tel:(808) 935-6110 Fax:(808) 961-6859 Product: Sashimi Grade Tuna (Fresh/Frozen), Smoked Fish
Hosoda Brothers Inc. 1444 Tennessee Street San Francisco, California 94107 Tel:(415) 648-7144 Fax:(415) 282-6336 Product: Frozen Mackerel	Kebco Hawaii Inc. 2835 Koapaka Street Honolulu, Hawaii 96819 Tel:(808) 833-9983 Fax:(808) 833-9893 Product: Fish Cakes, Shrimp, Octopus, Salmon, Surimi	Milo Food Company Inc. 639 Broadway San Francisco, California 94133 Tel:(415) 982-1874 Fax:(415) 362-7058 Product: Yellow Croaker, Beltfish, Cuttlefish, Dace, Lionfish
Imperial Marketing Inc. 2390 El Camino Real, P.O. Box 60879 Palo Alto, California 94306 Tel:(415) 857-0832 Fax:(415) 857-0175 Product: Fish, Fresh, Frozen, Canned, Shellfish	Kiku Enterprises Inc. 175 West 25th Avenue San Mateo, California 94403 Tel:(415) 571-8620 Fax:(415) 571-1853 Product: Clams, Halibut, Salmon, Scallops, Crab, Tuna, Yellowtail	Norwegian Seafood Inc. 124 Gloria Drive San Rafael, California 94901 Tel:(415) 453-9784 Fax:(415) 456-0457 Product: Salmon, Smoked

Ocean Seafood Marketing Company 475 Gate 5 Road, Suite #322 Sausalito, California 94965 Tel:(415) 331-6555 Fax:(415) 331-6607 Product: Fish (Fresh/Frozen), Shellfish	Pafco Importing Company 1601 Bayshore Highway Suite #323 Burlingame, California 94010 Tel:(415) 692-6161 Fax:(415) 583-0840 Product: Fish (Frozen/Canned), Shellfish	Red & White Foods Inc. (Dcl, Inc. 834 Pohukaina Street Honolulu, Hawaii 96813 Tel:(808) 524-4952 Fax:(808) 537-1536 Product: Tuna, Fish, Shellfish
Oversea Fishery & Investment Company 743-F Waiakamilo Road Honolulu, Hawaii 96817 Tel:(808) 847-2500 Fax:(808) 848-5038 Product: Sea Bass, Shrimp, Flounder, Lobster, Scallops	Paramount Ocean Product Inc. 310 Townsend Street, #110 San Francisco, California 94107 Tel:(415) 543-2331 Product: Salmon, Shrimp, Squid, Scallops, Lobster, Crab	Regal Fish Company Inc. P.O. Box 497 Moss Landing, California 95039 Tel:(408) 633-2669 Fax:(408) 633-3881 Product: Rockfish, Sablefish, Dover Sole, Butterfish, Petrale Sole
Pacific Harvest Seafoods Inc. P.O. Box 59099 San Jose, California 95159 Tel:(408) 295-2455 Fax:(408) 295-9458 Product: Broker of Fish, Shellfish	Phillips Sales Company Inc. 875 Walmanu Street, Suite #535 Honolulu, Hawaii 96813 Tel:(808) 531-6441 Fax:(808) 526-0946 Product: Fish, Shellfish	Royal Hawaiian Seafood P.O. Box 281615 San Francisco, California 94128 Tel:(415) 658-6258 Product: Yellowfin Tuna, Clams, Oysters, Mussels, Wahoo, Scallops
Pacific Hi-Tak Inc. 905 Kokea Street Honolulu, Hawaii 96817 Tel:(808) 845-6337 Fax:(808) 847-5268 Product: Yellowtail, Salmon, Snapper, Octopus, Tuna, Squid, Oysters, Clams, Geoduck, Crab, Lobster	Purcell International 2499 North Main Street, Suite #200 Walnut Creek, California 94596 Tel:(415) 933-6100 Fax:(415) 933-3353 Product: Abalone, Clams, Crab, Shrimp, Mussel, Oysters, Tuna, Sardine, Mackerel, Salmon, Scallops, Squid, Cod, Haddock, Surimi, Fish, Shellfish	S.D. Fisheries Enterprises Inc. 1167 Montgomery Avenue San Bruno, California 94066 Tel:(415) 588-9288 Fax:(415) 873-5813 Product: Milkfish, Rabbitfish, Shrimp, Tilapia
Pacific Rim Seafood 955-57th Street Oakland, California 94608 Tel:(415) 658-1233 Fax:(415) 658-8862 Product: Oysters, Manila Clams, Pony, Tilapia, Croaker, Pomfret, Lady Fish	Race Street Fish & Poultry Company P.O. Box 28385 San Jose, California 95159-8385 Tel:(408) 294-6161 Fax:(408) 294-2080 Product: Broker of Lobster, Flounder, Sablefish, Clams, Rockfish, Scallops, Shrimp	San Francisco Trading Company 436-14th Street Suite #801 Oakland, California 94612 Tel:(415) 835-4792 Fax:(415) 465-9520 Product: Frozen Fish, Shellfish
Packinghouse Sales Company 2312 Kam Highway Honolulu, Hawaii 96819 Tel:(808) 847-3032 Fax:(808) 845-1912 Product: Mahi Mahi, Pollock, Wahoo, Hokl, Shrimp, Lobster, Scallops, Crab, Canned Tuna	Rainbow Inc. 98-715 Kuahao Place Pearl City, Hawaii 96782 Tel:(916) 989-9676 Fax:(808) 487-0888 Product: Clams, Hokl, Shrimp, Mahi Mahi, Octopus, Crab, Lobster	Sea Hawk Lobster Imports 1334 Deli Avenue P.O. Box 703 Campbell, California 95009-0703 Tel:(408) 378-9944 Product: Lobster, Clam, Oyster, Scallops, Mussel, Shellfish
		Sea Port Brokerage International Incorporated 15-10th Avenue P.O. Box 704 San Mateo, California 94401 Tel:(415) 340-9900 Product: Frozen, Shellfish

Standard Fisheries Corporation
 Foot of Leavenworth
 San Francisco,
 California 94102
 Tel:(415) 673-5858
 Fax:(415) 673-6362
 Product: Fish, Shellfish

Swanson Brothers Seafood
 30 Pamaron Way
 Suite #203
 Novato, California 94949
 Tel:(415) 382-8033
 Fax:(415) 382-8127
 Product: Snapper, Cod, Ling Cod, Halibut

T.M. Tobin Company Inc.
 1291 East Hillsdale Boulevard,
 Suite #213
 Foster City,
 California 94404
 Tel:(415) 573-9937
 Fax:(415) 573-0926
 Product: Shrimp, Lobster, Crab, Scallops, Fish (Fresh/Frozen)

Taylor United Agencies Inc.
 1020 Aileen Street,
 Suite #B
 Lafayette,
 California 94549
 Tel:(415) 283-7960
 Fax:(415) 283-8032
 Product: Mussels, Clams

Tema Inc.
 P.O. Box 3894
 San Francisco,
 California 94119
 Tel:(415) 543-7890
 Fax:(415) 543-0114
 Product: Orange Roughy, Lobster, Salmon, Shrimp

Tembata Guam Inc.
 P.O. Box 6511
 Tamuning,
 Guam 96911
 Tel:(011-671) 477-6203
 Fax:(011-671) 472-2925
 Product: Mahi Mahi, Tuna, Shrimp, Octopus, Squid

Tensuke of Hawaii
 1937 Republican Street
 Honolulu,
 Hawaii 96819
 Tel:(808) 848-0315
 Fax:(808) 848-2794
 Product: Bonito, Eel, Salmon, Tuna, Lobster, Shrimp, Octopus

Toshoku Los Angeles Inc.
 465 California Street
 San Francisco, California 94010
 Tel:(415) 986-5622
 Fax:(415) 986-0549
 Product: Salmon Roe, Crab, Salmon (Fresh/Frozen)

Tropic Fish & Vegetable Center
 1020 Auahl Street
 Honolulu,
 Hawaii 96814
 Tel:(808) 521-2936
 Fax:(808) 531-4754
 Product: Salmon, Lobster, Shrimp, Clams, Oysters, Tuna, Fish

Tupman Thurlow Company Inc.
 P.O. Box 5045
 San Mateo,
 California 94402
 Tel:(915) 633-0777
 Fax:(915) 633-9876
 Product: Lobster Tail, Cod, Orange Roughy, Flounder, Sole

U. Okada & Company Limited
 P.O. Box 898
 Honolulu, Hawaii 96808
 Tel:(808) 536-0041
 Fax:(808) 523-9072
 Product: Mahi Mahi, Sablefish, Surimi, Shrimp, Yellowfin Tuna, Skipjack Tuna, Wahoo

U.S. Freezer Company
 595 Figueroa Street
 Monterey,
 California 93940
 Tel:(408) 536-0041
 Fax:(408) 523-9072
 Product: Yellowfin Tuna, Skipjack Tuna, Wahoo, Mahi Mahi, Bait Herring, Squid

Union Fish Company
 100 Bush Street,
 Suite #1801
 San Francisco,
 California 94104
 Tel:(415) 392-6313
 Fax:(415) 392-6028
 Product: Yellowfin Tuna, Squid, Shrimp, Octopus

United Fishing Agency
 117 Ahui Street
 Honolulu,
 Hawaii 96813
 Tel:(808) 536-2148
 Fax:(808) 526-0137
 Product: Tuna, Marlin

United Shellfish Company
 Pier 47,
 Foot of Jones
 San Francisco,
 California 94133
 Tel:(415) 474-6845
 Product: Wholesaler of Rockfish, Petrale, Shrimp Meat, Lobster, Scampi, Dungeness Crab, Flounder, Sole, Crab Meat

Viking Foods Company
 308-4th Street
 Oakland, California 94607
 Tel:(415) 465-1599
 Product: Wholesaler of Salmon, Shrimp, Squid

Vitalich, John J.
 164 Eastwood Drive
 San Francisco,
 California 94112
 Tel:(415) 587-4900
 Product: Broker of Shellfish (Fresh/Frozen)

Watahan Nohora International Inc.
 1638 Post Street
 San Francisco,
 California 94115
 Tel:(415) 931-5829
 Fax:(415) 931-6215
 Product: Salmon, Mackerel, Red Snapper, Octopus, Eel, Spot Prawns, Snow Crab, Clams, Prawns

West Coast Seafood Company
416 Bay Street
San Francisco,
California 94133
Tel:(415) 673-6151
Product: Wholesaler of Flounder,
Rockfish, Salmon, Swordfish,
Dungeness Crab, Shrimp, Prawns

Wonkow International Enterprises
603 Jackson Street
San Francisco,
California 94133
Tel:(415) 956-4340
Fax:(415) 956-4355
Product: Shark Meat, Sea Horse,
Sea Cucumber

Y. Hata & Company Limited
741 Iialo Street
Honolulu,
Hawaii 96813
Tel:(808) 531-5082
Fax:(808) 531-4584
Product: Mahi Mahi, Mackerel, Tuna,
Canned Fish

CANADIAN CONSULATE GENERAL
300 South Grand Avenue
10th Floor,
California Plaza,
Los Angeles,
California 90071,
United States of America
Tel:(213) 687-7432
Fax:(213) 620-8827
Contact: Mr. Carl W. Light

MINNEAPOLIS, MINNESOTA

Although much of the U.S. Upper Midwest and Mountain States lies in the heart of beef and pork producing country, this territory boasts a higher than expected consumption rate of seafood products due to the relatively affluent and sophisticated metropolitan markets of Minneapolis/St. Paul and Denver. The Minneapolis area is headquarters to several grocery retail chains that have created highly innovative merchandising strategies for seafood. The Denver area has a lively restaurant/foodservice sector and is an important tourism destination. Strong demand exists for freshwater species (especially pickerel), salmon, cod, orange roughy, pollock, catfish, swordfish, shrimp, crab, clams, scallops and lobster.

J.P. Foodservice 9605 - 54th Avenue North Plymouth, Minnesota 55442 Tel:(612) 559-9494 Fax:(612) 557-2295 Product: distributor, fish and seafood	American Fish and Seafood Co. 5501 Opportunity Court Minnetonka, Minnesota 55343 Tel:(612) 935-3474 Fax:(612) 935-7861 Product: distributor, fish and seafood	Kraft Foodservice 11955 E. Peakview Ave. Englewood, Colorado 80111 Tel:(303) 792-9230 Fax:(303) 643-4745 Product: distributor, seafood
Kraft American 2864 Eagandale Blvd. Eagan, Minnesota 55121 Tel:(612) 454-6580 Fax:(612) 456-9840 Product: distributor, fish and seafood	Bellboy Meat Corporation 2220 Florida Avenue South St. Louis Park, Minnesota 55426 Tel:(612) 544-7791 Fax:(612) 544-9642 Product: distributor, seafood	Nobel-Sysco Food Services Co. 1101 W. 48th Avenue Denver, Colorado 80221 Tel:(303) 458-4000 Fax:(303) 480-3370 Product: distributor, seafood
SYSCO Minnesota 2400 County Road 5 St. Paul, Minnesota 55112 Tel:(612) 785-7395 Fax:(612) 785-7587 Product: distributor, seafood	Coastal Seafoods Inc. 2330 Minnehaha Avenue Minneapolis, Minnesota 55404 Tel:(612) 724-5911 Fax:(612) 724-0689 Product: distributor, specialty fish	Shamrock Foods 5199 Ivy Commerce City Denver, Colorado 80022 Tel:(303) 289-3581 Fax:(303) 288-5667 Product: distributor, seafood
Upper Lakes Foods, Inc. 801 Industry Avenue Cloquet, Minnesota 55720 Tel:(218) 879-1265 Fax:(218) 879-1940 Product: distributor, seafood	Morey Fish Company WIF International 742 Decatur Avenue North Golden Valley, Minnesota 55427 Tel:(612) 541-1029 Fax:(612) 541-0518 Product: seafood distributor	Northeast Seafood Product 3303 Lawrence St. Denver, Colorado 80205 Tel:(303) 292-2526 Fax:(303) 292-6405 Product: distributor, seafood
CANADIAN CONSULATE Suite #900, 701 Fourth Avenue South, Minneapolis, Minnesota 55415-1899 United States of America Tel:(612) 333-4641 Fax:(612) 332-4061 Contact: Ms. Margaret L. Mearns	Olfisco Inc. 1915 Xenium Lane North Plymouth, Minnesota 55441 Tel:(612) 557-7100 Fax:(612) 557-1250 Product: specialty food distributor	Seattle Fish Co. 6211 E. 42nd Avenue Denver, Colorado 80216 Tel:(303) 329-9595 Fax:(303) 329-4157 Product: distributor, fish and seafood
	Lyon Food Product Inc. 2301 Nevada Avenue North Golden Valley, Minnesota 55427 Tel:(612) 544-4484 Fax:(612) 544-5205 Product: specialty food distributor	D.P.I. Dykstra 5575 Logan Denver, Colorado 80216 Tel:(303) 296-8542 Fax:(303) 295-1554 Product: distributor, seafood

NEW YORK, NEW YORK

The market for seafood in the metropolitan New York - New Jersey area is tremendous. A substantial amount of seafood is purchased by the foodservices sector, and there are over 22,000 restaurants in the New York area, some of the more popular menu items are lobster, scallops, salmon, swordfish and tuna. Fillets of cod, sole, turbot, pollock and ocean perch are almost always in good demand. Some of the more popular Canadian products in the New York market are; Snow crab meat-clusters-cocktail claws, lobster-live and frozen in 11.3 oz. and 2lb cans, 20/30 count sea scallops, H & G salmon, H & G halibut, smelts and salt cod.

Caleb Haley & Company
14 Fulton Fish Market
New York 10038, New York
Tel:(212) 732-7474
Fax:(212) 349-2991
Contact: Neil Smith, President
Product: fish, shrimp, crab, oysters, clams, mussels

B.G. Lobster & Shrimp Corp.
95 South Street
New York 10038, New York
Tel:(212) 732-3060
Fax:(212) 766-0147
Contact: Robert Grippa, V.P.
Product: fish, shrimp, lobster, molluscs

Alba Speciality Seafood Company
233 Water Street
New York 10038, New York
Tel:(212) 349-5730
Fax:(212) 233-7459
Contact: Eric N. Kiwi
Product: fish, shrimp, crab, lobster

Arrow Seafoods Inc.
22 Fulton fish Market
New York 10038, New York
Tel:(212) 349-9660
Fax:(212) 406-8401
Contact: Arnold Smith, President
Product: crab, molluscs, squid

Iceberg Seafood Company Inc.
134 West 26th Street
New York, 10001, New York
Tel:(212) 989-9200
Fax:(212) 463-9824
Contact: Jack Geoffroy, President
Product: fish, shrimp, crab, lobster

J.F. Clarke Corporation
3000 Marcus Avenue, Suite 1E12
Lake Success, 11042, New York
Tel:(516) 328-8333
Fax:(516) 328-8346
Contact: James F. Clarke, President
Product: crab, lobster, molluscs

O'Brien Seafood Imports
106 Seventh Street, Suite 208
Garden City, 11530, New York
Tel:(516) 294-5758
Fax:(516) 294-5637
Contact: Arthur O'Brien
Product: fish, shrimp, crab, lobster

Two Cousins Fish Market
255 Woodcleft Avenue
Freeport, 11520
New York
Tel:(516) 379-5065
Fax:(516) 379-5068
Contact: Brian O'Donohue
Product: fish, shrimp, crab, lobster, oysters, clams, mussels

L.N. White & Co. Inc.
225 W. 34th Street
New York, 10122
New York
Tel:(212) 239-7474
Fax:(212) 563-5389
Contact: Abe Moskowitz, V.P.
Product: shrimp, lobster

Pier 7 Inc.
18-20 Lackawanna Plaza
Montclair 07042
New Jersey
Tel:(201) 744-3821
Fax:(201) 744-6147
Contact: John T. Sullivan
Product: fish, shrimp, crab, lobster, molluscs

CANADIAN CONSULATE GENERAL
1251 Avenue of the Americas
New York City,
New York 10020-1175
United States of America
Tel:(212) 596-1600
Fax:(212) 596-1793
Contact: Mr. Richard Campanale

SEATTLE, WASHINGTON

Despite the large volume of seafoods landed in this region, there are large quantities of specific seafoods still imported into the area. For example, there is \$17 million in halibut (virtually all from Canada) and over \$40 million in salmon (\$38 million pounds of farmed king from Canada) imported into the Seattle customs district each year. There are large amounts of shrimp, prawns, crab, lobster and tuna; and lesser amounts of sole, trout, cod, scallops, mussels, sardines, dogfish and octopus imported. Canadian producers have found and will continue to find this a good market for farmed salmon, shrimp, scallops, lobster and mussels.

Product distribution is performed through processors with wholesale operations, brokers (mostly for canned product) and wholesalers. Due to the consumers preference for familiar varieties, a strong demand continues for salt-water species such as salmon, halibut, sole, lingcod, sablefish, crab, clams, mussels, shrimp and scallops. Most any other fresh or frozen salt-water finfish is likely to enjoy similar prospects. Marketing for such species as mackerel, herring, hake, whitefish, or dried cod will require consumer education programs. Similar approaches, however, have been extremely lucrative for such varieties as hoki and orange roughy. With the existing demographics in this market, species such as sea cucumber, sea urchin, whelk, jellyfish have extremely limited domestic market prospects.

The greatest single obstacle for Canadian suppliers is continuity of supply, or at least, the perceived continuity of supply, rather than demand or price. Today's buyers are looking for a continuous, consistent and dependable supply. The most single important requirement in this market is consistent quality, both product workmanship and handling. Not only are buyers willing to pay more for quality (appearance, texture and taste), but are demanding it. Another important perquisite to doing continued business in this market is supplier integrity. Buyers are increasingly sensitive to short-weights. You must deliver what you promise and stand behind your product.

Steuart Seafoods
 Contact: Jeff Buske
 Seattle
 Tel:(206) 258-0407
 Fax: 252-7427
 Product: fresh and frozen to foodservice and retail

SYSCO Food Services, Seattle
 Contact: Rich Springer
 Seattle
 Tel:(206) 622-2261
 Fax: 721-5447
 Product: fresh and frozen to foodservice

Pacific Fish
 Seattle
 Contact: Victor Piha
 Tel:(206) 623-1011
 Fax: 382-4640
 Product: fresh and frozen to foodservice and retail

Pacific Seafood Co., Inc.
 Seattle
 Contact: Roger Dulcich
 Tel:(503) 657-1101
 Fax: 655-0737
 Product: fresh and frozen to foodservice and retail

Portland Fish
 Seattle
 Contact: John Barnett
 Tel:(503) 224-1611
 Fax: 241-8786
 Product: fresh, frozen, retail, foodservice

Foodservices of America
 Seattle
 Contact: Linda Cook (frozen), Cheryl Kalerak (fresh)
 Tel:(206) 251-9100
 Fax: 251-8867
 Product: fresh, frozen, foodservice

CANADIAN CONSULATE GENERAL
412 Plaza 600,
Sixth and Stewart Streets
Seattle,
Washington 98101-1286,
United States of America
Tel:(206) 443-1777
Fax:(206) 443-1782
Contact: Mr. Douglas D. McCracken

OCEANIA



AUSTRALIA

The Australian seafood market has undergone significant changes. Demand for seafood has been increasing, mostly due to rising consumption at restaurants. Over 33 per cent of total seafood eaten is consumed in the restaurant sector of the economy. There has been a major shift from processed seafoods towards fresh and frozen seafoods. Total value of imports of edible fisheries products increased by 5 per cent to AUD469 million, mainly as a result of higher fish imports last year. Total smoked salmon imports (AUD2.8M), canned salmon (AUD55M). Canadian market share: total fish exports (AUD36M), smoked salmon (AUD1.1M), canned salmon (AUD32M), frozen fish meat (AUD1.3M+).

All imported foods are now liable to inspection by the Australian Quarantine and Inspection Service (AQIS) under the new imported foods inspection program. Extra testing has resulted in some delays and added costs. Products must comply with National Food Standards Code. The Post expects to satisfy requirements under the umbrella of Memorandum of Understanding between FANDO and AQIS covering fish and fishery products. Salmonids (fresh, chilled, frozen) are banned on quarantine grounds. Smoked salmon must be heat treated. The Post continues to defend existing levels of market access and need to enhance current levels.

Most fish products come in duty free. There has been a major shift away from processed seafoods towards fresh and frozen seafoods. The restaurant sector is highly vulnerable to a slowdown in economic activity and has been adversely affected in past year by weak economy. Economic improvements are expected in late 93/94, hence domestic demand and private consumption is expected to rise.

Melbourne Fish Market (largest by volume) auctioned 16,250 tonnes of fresh fish in 1992. Market services 500 buyers. Sydney Fish Market is another large market servicing key buyers (wholesalers, restaurants etc). Last October a new wholesale fish market was developed in Brisbane by Raptis Pacific Seafoods. (Four independent wholesalers operate from the site, which also houses the Brisbane Fish Auction).

There is a possibility of forming strategic alliances to position for and penetrate Asian markets (i.e. joint venture in processing companies located close to lucrative coastal and/or inland fisheries supplying complementary products, technology exchanges and marketing arrangements).

Acton Food Services
(Div. of Glacier Food Group Victoria)
Nagle Street, Wagga
Wagga N.S.W. 2650
Australia
Tel:(069) 21-4922, 21-4923, 21-4924
Fax:(069) 21-6420
Contact: Ray Johnstone, Manager
Product: Frozen Seafood

Allseas Food Services
(Div. of I & J Foods Limited)
34 Amex Avenue
Girraween NSW 2145
P.O. Box 151,
Toongabbie NSW 2146
Australia
Tel:(02) 636-7933
Fax:(02) 636-1077
Contact: Mr. Bob Zarb, General
Manager
Product: Fresh & Frozen Seafood

Chippy's Food Distributors Pty Limited
2 Lilian Fowler Place
Marrickville NSW 2204
P.O. Box 110,
Marrickville N.S.W. 2204
Australia
Tel:(02) 550-4022
Fax:(02) 550-4006
Contact: Bill Lucas, Anthony
Exintaris
Product: Fresh & Frozen Seafood

Craig Mostyn and Co Pty Limited
187 John Street
Lidcombe NSW 2141
PO Box 103,
Lidcombe N.S.W. 2141
Australia
Tel:(02) 648-4800
Fax:(02) 647-2880
Product: Seafood

Edgells Birdseye Kelso
Bradford Street,
Kelso NSW 2795
PO Box 705,
Bathurst NSW 2795
Australia
Tel:(063) 31-5888
Fax:(063) 32-1013
Contact: Bob Snugden, K. Durman
Product: All Value Added Fish and
Seafood Products

Gourmet International Agencies P/L
33 Lord Street
Newton NSW 2042
Australia
Tel:(02) 557-5069, 517-1385
Fax:(02) 517-1385
Contact: Ralph Weiner
Product: Caviar, Smoked Salmon &
Marinated Fish, Other Specialty
Products

Great Ocean Products Pty Limited
 30 Gordon Street
 Rozelle NSW 2039
 Australia
 Tel:(02) 555-7250, 555-7259
 Fax:(02) 555-7242
 Contact: A.D. Ezekiel
 Product: All types of Fish and
 Seafood Products, Crustaceans,
 Molluscs

Interfrost Pty Limited
 Suite 3,
 1 Kalinya Street
 Newport NSW 2106
 Australia
 Tel:(02) 997-7533
 TelEX:AA21912
 Fax:(02) 997-7405
 Contact: Judy Dytto
 Product: All seafood, specialising in
 Prawns & Hake

Herlow Pty Limited
 5 North Road
 Ryde NSW 2112
 Australia
 Tel:(02) 807-2781
 Fax:(02) 807-2216
 Contact: Peter Michniewicz
 Product: All seafood, specialising in
 live lobster and fresh chilled fish and
 seafood

I & J Foods Limited
 12-20 Rosebery Avenue
 Rosebery NSW 2018
 Australia
 Tel:(02) 662-6255
 Fax:(02) 663-4587
 Contact: Andrew J. Wood
 Product: Frozen Seafoods

Manettas Limited
 Cnr Parsons and Mullens Streets
 Rozelle NSW 2039
 Australia
 Tel:(02) 818-2222
 Fax:(02) 810-7174
 Contact: Grahame Turk
 Product: Fresh, Frozen Fish and
 Seafood

Manly Freezers Pty Limited
 30 Golf Parade
 Manly NSW 2095
 Australia
 Tel:(02) 977-2211
 Fax:(02) 977-2644
 Contact: Trevor Horton
 Product: Prawns, Fish & other
 Seafoods

Marine Food Distributors Pty Limited
 5 Wattle Crescent
 Pyrmont NSW 2009
 Australia
 Tel:(02) 660-4444
 Fax:(02) 660-1292
 Contact: H. Larcos, N. Larcos
 Product: Fresh, Frozen, Dried,
 Salted, Fish, Lobster, Prawns,
 Scallops, Seafoods

Markwell Pacific Limited
 Boyds Bay, PO Box 42
 Tweed Heads NSW 2485
 Australia
 Tel:(075) 36-1000
 Fax:(075) 36-2049
 Contact: M. Mackenzie
 Product: Fish Fillets, Bugs, Spanner
 Crab, Prawns, Scallops, Squid &
 other formulated Seafood products

Martins Seafoods Pty Limited
 Shop 4, Sydney Fish Markets
 Pyrmont NSW 2009
 Australia
 Tel:(02) 692-9088, 692-9564
 Fax:(02) 552-4458
 Contact: Craig or Martin
 Product: Fresh Crabmeat, Smoked
 Exotic Fish, Kosher Fish, Smoked
 Gemfish, Roe, Sliced Smoked Tuna,
 Sliced Smoked Kingfish

Ricland Enterprises Pty Limited
 29 Bachell Avenue
 Lidcombe NSW 2141
 Australia
 Tel:(02) 749-2266
 Fax:(02) 749-2125
 Contact: Irene Ngoh
 Product: All types of Seafood

Craig Mostyn and Co Pty Limited
 132-136 Albert Road
 South Melbourne Vic 3205
 PO Box 2199 T Melbourne 3001
 Australia
 Tel:(03) 690-6188
 Fax:(03) 699-5283
 Product: All Seafoods

**PW Hannah and Associate
 (International) Pty Limited**
 2nd Floor,
 153 Park Street
 South Melbourne Vic 3205
 PO Box 206,
 Australia
 Tel:(03) 690-7677
 Fax:(03) 696-1446
 Contact: P.W. Hannah, FCAIA
 Product: Frozen Fish and Products

MC Seafoods P/L
 3 Reserve Street -
 Preston Vic 3072, Australia
 Tel:(03) 416-9311
 Fax:(03) 416-9774
 Contact: Chris Gambrellis
 Product: Frozen and Fresh Fish, Fish
 Fillets, Barramundi, Gemfish, Orange
 Roughy, Pilchards and Trevally;
 Abalone Meat and Bugs

Palmas Seafood Distributors
 1-7 Lloyd Street
 Kensington Vic 3031
 PO Box 309, North
 Melbourne Vic 3051, Australia
 Tel:(03) 376-4466
 TelEX:AA37683 PALINT
 Fax:(03) 376-5793
 Contact: David Shnider
 Product: Frozen Seafood, Fish and
 Crustaceans

Richmond Oyster Group Pty Limited
 437-443 Church Street
 Richmond Vic 3121
 Australia
 Tel:(03) 429-2022
 Fax:(03) 429-2384
 Contact: Jim Anassis
 Product: All Seafood

Seafood Imports Pty Limited

157 Salmon Street
 Port Melbourne Vic 3207
 PO Box 71, Port Melbourne Vic 3207
 Australia
 Tel:(03) 646-1071
 Fax:(03) 646-3920
 Contact: Trevor Spencer
 Product: Frozen Seafood; Frozen Fish; Mussels, Oysters, Prawns Scallops and Other Crustaceans and Molluscs; Octopus and Squid

Seapack Melbourne Pty Limited

Head Office: 1 Eastall Street
 Malvern Vic 3144
 Factory: Port Welshpool Vic 3965
 Australia
 Tel:(03) 576-0350
 Fax:(03) 576-0353

Contact: Con Geralis
 Product: Scallops, Fish Fillets, Frozen and Smoked Seafoods

Seven Seas Sales Pty Limited

1-7 Lloyd Street
 Kensington Vic 3031
 Australia
 Tel:(03) 376-4966
 TelEX: AA37683 PALINT
 Fax:(03) 376-9757
 Contact: David Shnider
 Product: Frozen Seafood, Fish and Crustaceans

Burleigh Marr Distributors Pty Limited

(Division of Manettas Limited)
 2 Tingara Street
 Cairns Qld 4870, Australia
 Tel:(07) 35-2777
 Fax:(07) 31-2595
 Product: All Seafoods

Craig Mostyn and Co Pty Limited

1248 Lytton Road
 Hemmant Qld 4174
 PO Box 19, Hemmant Qld 4174
 Australia
 Tel:(07) 390-8755
 Fax:(07) 890-1367
 Product: All Seafoods

NA Gallagher and Sons Pty Limited

422 Lytton Road
 Morningside Qld 4170
 PO Box 303, Morningside Qld 4170
 Australia
 Tel:(07) 395-6199, 6402
 Fax:(07) 395-5562
 Contact: Noel Gallagher
 Product: Frozen Seafood, Fish Fillets, Prawns and Squid etc.

Raptis Pacific Seafoods

(Division of A. Raptis & Sons)
 Colmslie Road, Colmslie Qld 4170
 PO Box 54, Morningside Qld 4170
 Australia
 Tel:(07) 399-1944
 Fax:(07) 899-1985
 Product: All Seafoods

Rock Oysters Pty Limited

363 Lytton Road, Colmslie Qld 4170
 PO Box 302, Morningside Qld 4170
 Australia
 Tel:(07) 399-9888
 Fax:(07) 395-7522
 Contact: Anna Elenis
 Product: Fish, Oysters and Frozen

Seafood Traders of Australasia

(NA Gallagher and Sons Pty Limited)
 422 Lytton Road,
 Morningside Qld 4170
 PO Box 303, Morningside Qld 4170
 Australia
 Tel:(07) 395-6199
 Fax:(07) 395-5562
 Contact: Barry Gallagher
 Product: Frozen Fish, Fish Fillets, Barramundi, Hake, Mackerel and Shark, Prawns, Octopus and Squid; Reef and Tropical Finfish Fillets, Deep Water Species Fillets

Angelakis Bros Pty Limited

30 Field Street, Adelaide SA 5000
 Australia
 Tel:(08) 212-6544
 TelEX: AA87561 ANGEL
 Fax:(08) 231-1254
 Contact: S. Sperou
 Product: Seafoods

Cappo Bros Pty Limited

16 Glen Osmond Road
 Parkside SA 5063
 Australia
 Tel:(08) 272-6755
 Fax:(08) 272-7403
 Contact: Morry Cappo
 Product: Seafoods

Craig Mostyn and Co Pty Limited

122-130 Carrington Street
 Adelaide SA 5000
 P.O. Box 6050
 Halifax Street
 Adelaide SA 5000
 Australia
 Tel:(08) 232-3400
 Fax:(08) 232-1005
 Product: All types of Fish and Seafood

International Oyster and Seafoods Pty Limited

241-247 Franklin Street
 Adelaide SA 5000
 Australia
 Tel:(08) 231-6441
 Fax:(08) 212-6740
 Contact: Kym Rogers
 Product: Oysters and Seafood

Craig Mostyn and Co Pty Limited

6 Short Street,
 Fremantle WA 6160
 P.O. Box 462,
 Fremantle WA 6160
 Australia
 Tel:(09) 335-6244
 Fax:(09) 430-4223
 Product: All Seafoods

Foodland Associated Limited

Cnr Baillie and Bannister Roads
 Canning Vale WA 6155
 P.O. Box 195,
 Cloverdale WA 6105
 Australia
 Tel:(09) 455-9212
 Telex: AA94156
 Fax:(09) 455-9219
 Contact: Don Greenhill
 Product: All Seafoods

INF Pty Limited
 467 Scarborough Beach Road
 Osborne Park WA 6017
 Australia
 Tel:(09) 446-6499
 TelEX:AA92390 INFIS
 Fax:(09) 445-2257
 Product: Seafoods and Frozen
 Products

Kailis Bros Pty Limited
 (formerly KFM Fisheries Pty Limited)
 23 Catalano Road
 Canning Vale WA 6155
 Australia
 Tel:(09) 455-2555
 TelEX:AA93620
 Fax:(09) 455-2556
 Contact: Nicholas Kailis
 Product: Seafoods

Sealanes (1985) Pty Limited
 178 Marine Terrace
 South Fremantle WA 6162
 Australia
 Tel:(09) 335-6344
 TelEX:AA93306
 Fax:(09) 430-4019
 Contact: Sam Paino
 Product: Fish, Fish Fillets, Shellfish,
 Seafood, Ship Suppliers, Provedors

Westerberg Bait Supplies
 PO Box 706 Albany WWA 6330
 Australia
 Tel:(098) 41 4745
 Fax:(098) 41 7636
 Contact: L.J. Roe
 Product: All Fishing Baits; Pilchards,
 Mackerel, Salmon and Squid

Western Ocean Seafood
 5B Mary Street, Hazelmere WA 6055
 Australia
 Tel:(09) 280-1918
 Fax:(09) 280-1928
 Contact: Barry Boyer
 Product: Frozen and Canned
 Seafood, Frozen and Canned
 Abalone, Prawns and Scallops

CANADIAN HIGH COMMISSION
 Commonwealth Avenue
 Canberra ACT 2600,
 Australia
 Tel:(011-61-6) 273-3844
 Fax:(011-61-6) 273-3285
 Contact: Ms. Rana Pudifin

NEW ZEALAND

The market for canned fish in New Zealand is a mature one with the principal imports being salmon and sardines. The imports total \$NZ35m of which Canada supplies \$NZ14.5m worth. This Canadian marketplace position has been under threat from cheaper canned salmon and sardines exporters such as Thailand, Russia and Chile. However, some of these products are being produced by companies owned by British Columbian (BC) canners.

Other important species such as tuna are making inroads into the canned fish market, but British Columbia canners often have an interest in these as well. The British Columbia Salmon Council has organized promotional activities to highlight the superiority of the Canadian product.

G.S. Lintott & Co. Limited
 7 Stanway Place
 Ellerslie, Auckland
 New Zealand
 Tel:(09) 579 2333
 Fax:(09) 579 2355
 Product: canned fish

James Crisp Limited
 P.O. Box 1204
 Auckland 1
 New Zealand
 Tel:(09) 309 0802
 Fax:(09) 309 2452
 Product: canned fish

Neil Cropper Limited
 P.O. Box 62180
 Auckland
 New Zealand
 Tel:(09) 276 7299
 Fax:(09) 276 7825
 Product: canned fish

Unifoods New Zealand Limited
 P.O. Box 9926
 Auckland
 New Zealand
 Tel:(09) 524 1000
 Fax:(09) 524 1023
 Product: canned fish

Foodstuffs (Auckland) Limited
 P.O. Box 27480, Auckland
 New Zealand
 Tel:(09) 638 9949
 Fax:(09) 620 9790/620 5846/620
 8638
 Product: canned fish

Foodstuffs (wgn) Co-op Society
 Limited
 P.O. Box 38896, Wellington
 New Zealand
 Tel:(04) 528 3049
 Fax:(04) 527 8042
 Product: canned fish

Foodstuffs (south island) Ltd
 Private Bag 4705
 Christchurch
 New Zealand
 Tel:(03) 352 6039
 Fax:(03) 352 7454
 Product: canned fish

Foodtown Supermarkets Ltd
 Private Bag 93306
 Auckland
 New Zealand
 Tel:(09) 275 2788
 Fax:(09) 275 3074
 Product: canned fish

Woolworths (N.Z.) Limited
 Private Bag 92115
 Auckland
 New Zealand
 Tel:(09) 377 4710
 Fax:(09) 309 5279
 Product: canned fish

CANADIAN CONSULATE
 9th Floor, Jetset Centre
 44-48 Emily Place
 Auckland 1, New Zealand
 Tel:(011-64-9) 309-3690
 Fax:(011-64-9) 307-3111
 Contact: Keith L. McFarlane

SOUTH AMERICA



ARGENTINA

Argentinians consume approximately 6 kilograms of seafood products per capita annually. About 95% of the seafood products consumed is supplied by the domestic fishing fleet and 5% is imported mainly from Spain and Chile. The following products are imported on a regular basis; canned sardines (Spain, Portugal, United Kingdom, Brazil), canned tuna (Spain, Ecuador, Brazil, Mexico, Venezuela), canned squid (Spain), canned mussels (Spain, Denmark), canned smoked pink salmon (Chile), canned pink salmon (Canada), frozen pink pacific salmon (Chile), frozen sardines (Spain, Portugal), frozen squid (Spain), frozen mussels (Spain), smoked pink salmon (Norway, Chile, United Kingdom), fresh pink pacific salmon (Chile).

Frozen Fish Sociedad Anonima
 California 1364
 (1289) Buenos Aires
 Argentina
 Tel:(541) 28-8604
 Fax:(541) 21-8148
 Contact: Gustavo Raul Pierni
 Products: seafood

Alimentos Internacionales Ltd.
 H. Yrigoyen 1991
 (1601) Florida Prov Buenos Aires
 Argentina
 Tel:(541) 795-2390
 Fax:(541) 331-2809
 Contact: Nestor A. Fuertes P.
 Products: seafood

Dellepiane S.A.
 Avda. Alsina 655, Piso 3
 (1087) Buenos Aires
 Argentina
 Tel:(541) 343-9483/8069/5958
 Fax:(541) 331-0484
 Contact: Ing. Pablo J. Dellepiane
 Products: seafood

Tradar S.A., Cia. de
 Comercializacion Internacional
 Jean Jaures 216, Piso 1
 (1215) Buenos Aires
 Argentina
 Tel:(541) 865-
 6310/13/68/729/9857/65
 Fax:(541) 865-6314
 Contact: Sr. Javier Rodriguez
 Products: seafood

CANADIAN EMBASSY
 Tagle 2828
 1425, Buenos Aires
 Argentina
 Tel:(011-54-1) 805-3032
 Fax:(011-54-1) 806-1209
 Contact: Mr. Hans Glansdorp

BRAZIL

Despite a huge coastline of approximately 7,000 kilometres including 200 miles of sea boundary, Brazil has a low fish catch. Brazil is the 20th largest fishing nation with landings of the order of 850,000 tonnes per year. Brazil is not a traditional fish and/or shellfish importer, except for some non-existent species in its waters which are considered luxuries, and its consumption is oriented to the higher social and economic levels of consumers who can afford paying more for top quality products.

Salted and dried cod is a favourite seafood of Brazilians. Imports are duty free. Fish is consumed all year round; although consumption tends to peak in the holy seasons of Christmas, Easter and Holy week. Other products such as squid, hake, herring, salmon, bonito, sardines and anchovies; are consumed in smaller quantities and considered luxuries. Such imports are subjected to an average of 35-55 percent in import duties. On the other hand, Brazil is an important exporter of lobster, shrimp, sardines, tuna, red pargo, white catfish and white croaker.

Bompreco S.A
Supermercados Do Nordeste
Avenida Caxang, 3841-Ipotinga
50670-902 - Recife, PE
Brazil
Tel:(55 81) 271-7204, 271-7326
Fax:(55 81) 271-1386
Contact: Roberto Novaes Pinto
Product: seafood

Carrefour Group
Rua Paul Valery,
255- Granja Julieta
04719 - Sao Paulo, SP
Brazil
Tel:(55 11) 521-1959
Fax:(55 11) 523-9425
Contact: Luiz Cursino
Product: seafood

CB Trading
Rua da Proclamao, 855
21040, Rio de Janeiro, RJ
Brazil
Tel:(55 21) 590-5122
Fax:(55 21) 270-9491
Contact: Erasmo Matias de Deus
Product: seafood

Pao de Acucar Trading
Av. Brigadeiro Luis Antonio,
3126 - 2. Andar
01402-901 - Sao Paulo, SP
Brazil
Tel:(55 11) 886-0731
Fax:(55 11) 885-8726
Contact: Mr. Andr di Fiori
Product: seafood

Casas Sendas S.A.
Rodovia Presidente Dutra,
No. #4301
So Joo Do Meriti, RJ
Brazil
Tel:(55 21) 751-4112
Fax:(55 21) 751-2120
Contact: Mr. Nelson Sendas
Product: seafood

Eldorado Trading SA
Rua Maua, 1100
01000 -
Sao Paulo, SP
Brazil
Tel:(55 11) 227-5211
Fax:(55 21) 228-6261
Contact: Mr. Adelino Verissimo
Product: seafood

Makro Atacadista S.A.
R. Carlo Listegno Carlucci,
#519
05536 - So Paulo, SP
Brazil
Tel:(55 11) 845-2741
Fax:(55 21) 844-4255
Contact: Nelson Raimundi Filho
Product: seafood

Brasif Comercial Export. E Import.
Rua da Assemblia, 51
20011-001-Rio de Janeiro, RJ
Brazil
Tel:(55 21) 292-1121
Fax:(55 21) 507-2122
Contact: Mr. J.F. Milans
Product: seafood

Paes Mendonca SA,
Praca Conde Dois Arcos, 1
Salvador, BA-CEP 40045
Brazil
Tel:(55 71) 243-4077/4022/1030
Fax:(55 71) 243-2798
Contact: M. Paes Mendonca
Product: seafood

Paes Mendonca SA, Sao Paulo
Rua Condessa Elizabeth Rodiano,
5500
Sao Paulo, SP-CEP 03704
Brazil
Tel:(55 11) 941-8144
Fax:(55 11) 941-8810
Contact: Vander L. Vasconcellos
Product: seafood

Paes Mendonca SA, Rio de Janeiro
Office
(Also independent purchases)
Rua General Padilha,
64 - 6. Andar
Rio de Janeiro, RJ
Brazil
Tel:(55 21) 580-5353
Fax:(55 21) 580-6788
Product: seafood

Contato Comercio Internacional
Rua Ibia, 331 - 3. Andar
04524 - So Paulo, SP
Brazil
Tel:(55 11) 533-1955
Fax:(55 11) 240-1384
Contact: Mr. Joo B. Azevedo
Product: seafood

A. Ditolvo
 Rua Miguel Carlos, 41 - Sala 51
 01023 - Sao Paulo, SP
 Brazil
 Tel:(55 11) 229-0522
 Fax:(55 11) 228-0935
 Contact: Mr. Pedro Ditolvo
 Product: seafood

Alberto Sequerra SA
 Av. Rio Branco, 18 - 19 And.
 Rio de Janeiro, RJ - CEP 20090
 Brazil
 Tel:(55 21) 253-8022
 Fax:(55 21) 233-9101
 Contact: Mr. Salvador Sequerra
 Product: seafood

Andrea S.A.-Importao/Exportao
 Rua da Alfndega, 425/435
 Sao Paulo, SP - CEP 03030-000
 Brazil
 Tel:(55 11) 228-9422
 Fax:(55 11) 227-5876
 Contact: Mr. Andrea de Luca
 Product: seafood

Aurora Ind. E Comercio Produtos Alimenticios
 Rua Funchal, 449
 Sao Paulo, SP-CEP 04451
 Brazil
 Tel:(55 11) 820-2288
 Fax:(55 11) 820-2735
 Contact: Alberto Jacobsberg
 Product: seafood
Gisa Com. Importacao/Export.
 Rua Benjamin de Oliveira, 193/201,
 Sao Paulo,
 SP - CEP 03006, Brazil
 Tel:(55 11) 227-2577
 Fax:(55 11) 228-4356
 Contact: Mr. Angelo Pesce
 Product: seafood

Gomez Carrera Imp. E Exp. E
 Rua Carneiro Leo, 203
 03040 - So Paulo, SP
 Brazil
 Tel:(55 11) 279-1488
 Fax:(55 11) 278-8375
 Contact: M. L. Gomez Delgado
 Product: seafood

Bruck Imp. Exp. E Com. Ltda
 Rua Paula Souza, 216
 01027-Sao Paulo, SP, Brazil
 Tel:(55 11) 227-3111
 Fax:(55 11) 229-1914
 Contact: Mr. Osorio H. Furlan
 Product: seafood

Cacique Exportadora E Importadora SA
 Av. das Naes Unidas,
 10989-11 Andar
 Sao Paulo, SP - 04578
 Brazil
 Tel:(55 11) 829-8233
 Fax:(55 11) 729-7278
 Contact: Mr. Marcel Legyel
 Product: seafood

Casa Rocha Bastos Imp. Ltda
 Rua do Arroz, 78
 Rio de Janeiro, RJ - CEP 20000
 Brazil
 Tel:(55 21) 270-4744, 280-8335
 Fax:(55 21) 590-2843
 Contact: Mr. Rocha
 Product: seafood

Casa Santa Luzia Imp. Ltda
 Alameda Lorena, 1471
 Sao Paulo, SP - CEP 01424
 Brazil
 Tel:(55 11) 883-5592
 Fax:(55 11) 280-0663
 Contact: J. da Conceicao Lopes
 Product: seafood

Logiodice Comercial & Importadora Ltda
 Rua da Cantareira, 663
 01024 - Sao Paulo, SP
 Brazil
 Tel:(55 11) 227-6364, 227-2466
 Fax:(55 11) 227-7302
 Contact: Mr. Pedro Logiodice
 Product: seafood

Mainarde Importadora
 Al. Joaquim Eugenio de Lima
 01403 - So Paulo, SP, Brazil
 Tel:(55 11) 285-1117
 Fax:(55 11) 289-8256
 Product: seafood

Emporio Santa Maria
 Av. Cidade Jardim, 790
 01454-000 Jardim Paulistano
 So Paulo, SP, Brazil
 Tel:(55 11) 816-4344
 Fax:(55 11) 210-7173
 Contact: O.P. de Albuquerque
 Product: seafood

Expand Imp. Exp. Com. Ltda
 Rua Freire da Silva,
 180 Cambuci, Sao Paulo,
 SP - CEP 01523, Brazil
 Tel:(55 11) 279-0119
 Fax:(55 11) 279-1062
 Contact: O.P. de Albuquerque
 Product: seafood

Fortuna Comercio Internacional
 Rua Gen. Julio Marcondes Salgado,
 56
 01201-020 So Paulo, SP
 Brazil
 Tel:(55 11) 826-0266
 Fax:(55 11) 826-6466
 Contact: M. Salvador Iugano
 Product: seafood

Franco-Suissa Imp. Exp. E Representantes Ltda
 Rua Machado Bittencourt, 392
 04044 - Sao Paulo, SP, Brazil
 Tel:(55 11) 549-7599
 Fax:(55 11) 549-0305
 Contact: Mr. Alfredo C. Sour
 Product: seafood

Oestreich Imp. E Exportacao
 Rua Camerino, 83/85
 20080-011 - Rio de Janeiro, RJ
 Brazil
 Tel:(55 21) 233-1375
 Fax:(55 21) 253-8530
 Contact: Mr. A. W. Viehfuss
 Product: seafood

Polomar Comercial/Alimentos
 Rua dos Jasmins, 164
 04048, So Paulo, SP, Brazil
 Tel:(55 11) 579-4360
 Fax:(55 11) 579-6190
 Contact: Mr. Paulo Rossi
 Product: seafood

J.M.G. Importago & Exportaco
 Rua da Alfndega, 345
 03006-030 - Sao Paulo, SP
 Brazil
 Tel:(55 11) 229-1655, 227-3861
 Fax:(55 11) 227-7485
 Contact: L. Correa L. Gianetti
 Product: seafood

Gourmand Alimentos Ltda
 Rua Alvarenga, 572
 05509 - So Paulo, SP
 Brazil
 Tel:(55 11) 211-7325
 Fax:(55 11) 212-7824
 Contact: Mr. Sidney Bratt
 Product: seafood

Lapastina SA Com. Imp. E Exp.
 Rua da Alfandega, 146
 Sao Paulo, SP - CEP 03006
 Brazil
 Tel:(55 11) 227-6244
 Fax:(55 11) 227-8406
 Contact: Celso Fernandes Lapastina
 Product: seafood

Scandimport Imp. E Exportacao
 Rua Amazonas, 49
 Sao Paulo,
 SP - CEP 01123
 Brazil
 Tel:(55 11) 229-7413
 Fax:(55 11) 228-5425
 Contact: Mr. Moyses Katz
 Product: seafood

Marcotrade Importadora Ltda
 Av. Republica do Libano, 635
 04501 - So Paulo, SP
 Brazil
 Tel:(55 11) 887-6622
 Fax:(55 11) 887-2492
 Contact: Mr. Pedro Russo
 Product: seafood

Mercado Comum Ltda
 Av. Brig. Faria Lima,
 2223-Conj. 155
 01451-Sao Paulo, SP, Brazil
 Tel:(55 11) 815-8285
 Fax:(55 11) 211-9118
 Contact: Mr. Gustavo Gimenez
 Product: seafood

Moyses Ferman-Representaces
 Rua da Cevada, 93 - Conj. 614
 21011 - Rio de Janeiro, RJ
 Brazil
 Tel:(55 21) 230-0572, 260-4517
 Fax:(55 21) 290-2922
 Contact: Mr. Moyses Ferman
 Product: seafood

Sesa - Comercio E Importao
 Estrada de Campo Limpo, 407
 05744-000, Sao Paulo, SP
 Brazil
 Tel:(55 11) 511-9011
 Fax:(55 11) 511-7088
 Contact: Mr. Peter Hardtmeir
 Product: seafood

Raro Shop Comercio Importaco E
 Exportaco Ltda
 Rua Joaquim Antunes, 381
 05415, Sao Paulo, SP
 Brazil
 Tel:(55 11) 280-6743
 Fax:(55 11) 280-1450
 Contact: Mr. Franco Petrich
 Product: seafood

Ricardo S/A Import./Export.
 Rua Paula Souza, 370
 Sao Paulo, SP-CEP 01027
 Brazil
 Tel:(55 11) 229-5672
 Fax:(55 11) 229-7028
 Contact: Lucky Constantinesco
 Product: seafood

Santar Comercio de Generos
 Alimenticios Ltda
 Rua Benjamin de Oliveira, 389
 03006-Sao Paulo, SP, Brazil
 Tel:(55 11) 227-7355
 Fax:(55 11) 227-2817
 Contact: Claudio Ferreira Moraes
 Product: seafood
Silmar Import. Export. Ltda
 Alameda dos Inhambiquaras, 1859
 04090-013,
 Sao Paulo, SP
 Brazil
 Tel:(55 11) 533-9860
 Fax:(55 11) 533-3003
 Contact: Luis Carlos Rodrigues
 Product: seafood

CANADIAN CONSULATE GENERAL
Edificio Top Centre
Avenida Paulista 854,
5 Andar,
01310-913 Sao Paulo SP,
Federative Republic of Brazil
Tel:(011-55-11) 287-2122
Fax:(011-55-11) 251-5057
Contact: William A. Jackson

COLOMBIA

Despite the fact that Colombia is the only South American country with a two ocean coast, fishing is in infancy as an industry. Distribution of seafood products within the country is surprisingly limited, with the result being that this beef rich country does not import much in the way of seafood. Seafood products imported include canned tuna, sardines, salmon, herring and cod salted or in brine and the odd direct importation of fresh seafood by restaurants. Source countries for fish and seafood imports are mainly the U.S., Chile and Holland.

Overseas Duty-Free Supply

(Serving Colombia)
6966 N.W. 12th street
Miami, Florida 33126
Tel:(305) 591-1939
Fax:(305) 591-1626
Contact: Franklin Martinez
Product: seafood

Internaciones Ltda.
Carrera 4 No. 55-45
Cali, Colombia
Tel:(57-23) 471-884, 471-879
Fax:(57-23) 471-885
Contact: Luis J. Perez, Manager
Product: seafood

John Restrepo & Cia.
Carrera 50 No. 54-51
Medellin, Colombia
Tel:(57-4) 511-3840
Contact: John Restrepo
Product: seafood

Cadenalco S. A.
Calle 30 A No. 65B-57
Medellin, Columbia
Tel:(57-4) 265-1515
Fax:(57-4) 235-6196
Contact: German Jaramillo
Product: seafood

Carulla & Cia. S. A.
Carrera 68D No. 21-35
Santafe De Bogota, Colombia
Tel:(57-1) 292-4555/46
Fax:(57-1) 411-4194
Contact: Jairo Velez, Manager
Product: seafood

Pomona
Calle 109 No. 6-70
Santafe De Bogota, Colombia
Tel:(57-1) 215-8118/84
Fax:(57-1) 611-0225
Contact: Jaime Merino, Manager
Product : seafood

Supertiendas Olimpicas S.A.
Transversal 64A No. 26-95 Sur
Santafe De Bogota, Colombia
Tel:(57-1) 413-7075
Fax:(57-1) 413-6180
Contact: Pablo Villalba
Product: seafood

Cafam
Transversal 48 No. 94-47
Santafe De Bogota, Colombia
Tel:(57-1) 271-2853
Fax:(57-1) 613-2031
Contact: Arcesio Guerrero
Product: seafood

Colsubsidio
Calle 26 No. 25-50
Santafe De Bogota, Colombia
Tel:(57-1) 285-7557
Fax:(57-1) 287-4072
Contact: Patricia De Zamudio
Product: seafood

Restaurante El Buque
Calle 101 No. 18-18
Santafe De Bogota, Colombia
Tel:(57-1) 256-1979
Fax:(57-1) 610-7950
Contact: Clara Portella
Product: seafood

La Fragata Restaurant
Carrera 9 No. 77-19
Santafe De Bogota, Colombia
Tel:(57-1) 211-7662
Fax:(57-1) 211-7861
Contact: Felipe Calderon, General Manager
Product: seafood

Casa Brava Restaurant
KM. 4.5, Via a la Calera
Santafe De Bogota, Colombia
Tel:(57-1) 612-4106
Fax:(57-1) 281-1928
Product: seafood

CANADIAN EMBASSY

Calle 76, No. 11-52
Santafe de Bogota,
Colombia
Tel:(011-57-1) 217-5555/5152
Fax:(011-57-1) 310-4509

GUYANA

Domestic consumption of locally produced fish and seafood products is very high. Large scale imports of fish and seafood into the Guyana marketplace is limited to canned sardines and mackerel.

D Singh & Sons
11 American Street,
Georgetown, Guyana
Tel: 592-2-67280
Fax: 592-2-61316
Product: sardines

Geddes Grant Limited
25-26 Main Street, Georgetown
Guyana
Tel: 592-2-72301/72302/72303
Fax: 592-2-60310
Product: sardines

Grace Kennedy Guyana Limited
65 Main Street, Georgetown
Guyana
Tel: 592-2-74415/74419
Fax: 592-2-74417
Product: sardine, mackerel

M. Beepat & Sons Limited
100-101 Regent Street,
Georgetown
Guyana
Tel: 592-2-61292/57380
Product: sardines

CANADIAN HIGH COMMISSION
High and Young Streets
P.O. Box 10880
Kingston, Georgetown
Cooperative Republic of Guyana
Tel:(011-592-2) 72081-3
Fax:(011-592-2) 58380

PERU

Peru is an important producer and exporter of a wide variety of seafood products, and whose imports are negligible. The minimal imports entering the domestic market in small amounts are dry/salted cod sourced from Norway and canned sardines imported from Spain and Portugal.

CANADIAN EMBASSY

Federico Gerdes 130,

(Antes Calle Libertad)

Miraflores, Lima

Republic of Peru

Tel:(011-51-14) 44-40-15

Fax:(011-51-14) 44-43-47

Contact: Mr. Oscar G. Vásquez

VENEZUELA

The Venezuelan seafood industry is managed by small independent fisherman who generate a great percentage of the country's consumption. Trade intermediates with transport and refrigeration facilities tend to make the local supply unstable and precarious with high prices, thus making fresh seafood a luxury product for most Venezuelan consumers. Aquaculture is very new and most companies are looking to increase production and profit in different market areas. Many opportunities exist for Canadian seafood exporters in Venezuela due to the significant increase in tourism and the expanding hotel and restaurant trade. Imported species include; fresh, frozen, dried, salted and in brine crustaceans (shrimps and others) and molluscs with and without shells.

C.A. Distribuidora De Alim.
av. El Rosario, Edf. Cada,
Los Chorros, Caracas 1071.
Venezuela
Tel: (582) 283-5832
Fax: (582) 284-5113
Contact: Antonio Menendez
Products: Supermarket Chain

Central Madeirense C.A.
Calle el Limoncito, km.1,
Carretera Petare-Sta.
Lucia, edo. Miranda., Venezuela
Tel: (582) 291-2444
Fax: (582) 242-5860
Contact: Jose Viera
Products: Supermarket Chain

Automercido Sorocaima Srl.
Av. Diego cisneros, edf. Gonargon,
Los ruices, Caracas.
Venezuela
Tel: (582) 238-1711
Fax: (582) 239-0464
Contact: David Del Corral
Products: Supermarket Chain

Automercido Tia.
Av. Madrid, edf. Tia,
La California Norte, Caracas.
Venezuela
Tel: (582) 21-0623
Fax: (582) 22-2078
Products: Supermarket Chain

Int. De Desarrollo la Granja
av. La Estancia, Torre Diamen
P.O. 68855 Caracas, Venezuela
Tel: (582) 92-4233
Fax: (582) 993-3436
Product: fresh, frozen, processed

Consorcio Com. Roberto Cor.
Edf. Roco, Calle 4 Con Calle 11,
Urbina, Caracas, Venezuela
Tel: (582) 241-1380
Fax: (582) 241-1540
Contact: Roberto Correa
Products: Fresh, Processed

Exportaciones, Importaciones y
Representaciones Hive.
Calle el Loro, edf. Isabel,
Quinta Crespo, Caracas.
Venezuela
Tel: (582) 41-7261
Fax: (582) 483-8225
Contact: Juan Gil Jimenez
Products: fresh, processed

Viveres Caracas C.A.
Edf. San Jose, Calle 600,
Quinta Crespo,
Caracas., Venezuela
Tel: (582) 49-7841
Fax: (582) 49-7846
Contact: Daj Karpel, Manager
Products: fresh, processed

La Marina Caracas C.A.
Mercado Mayor de Coche,
edf. A, local 31,
Coche, Caracas., Venezuela
Tel: (582) 681-5430
Fax: (582) 681-3331
Products: fresh, processed

Alimentos El Faro C.A.
3a. Transversal Norte, no 1,
Guaicaipuro, Caracas, Venezuela
Tel: (582) 571-5833
Fax: (582) 571-4239
Products: canned fish & seafood

Maxy's
av. Princ. Col. de Bello Monte,
Bello Monte, Caracas., Venezuela
Tel: (582) 92-0478
Fax: (582) 92-0070
Contact: Francisco Ramirez
Products: fresh, processed

Frigorifico Lara C.A.
Calle 500, edf.Hoel Perez,ofc.4,
Qui. Crespo, Caracas Venezuela
Tel: (582) 41-1948
Fax: (582) 483-9066
Contact: Salvatore Stelluto
Products: fresh, processed

Viveres Navarra C.A.
Horno Negro a Rio, Quinta Crespo,
Edf. Gonzalez-Navarra, Caracas.,
Venezuela
Tel: (582) 483-8995
Fax: (582) 42-4069
Contact: Jesus Ruiz De Otuva
Products: fresh, processed

Compania Anonima Dist. Prod.
3a.Av. L. de Sabana Grande,
edf. Las delicias,
Mezanina, Caracas 1060-a.
Venezuela
Tel: (582) 905-3674
Fax: (582) 71-4453
Products: fresh, processed

Camara De Imp/Exp. Del Puerto
Libre De Margarita. Charaima Entre
San Rafael, Porlamar,
edo. Nueva esparta, Venezuela
Tel: (5895) 61-0108
Fax: (5895) 63-2222
Products: seafood

Int. De Alimentos y Delicatesses
 Calle 9 con 6, edf. Int. de Alim. La Urbina, Caracas, Venezuela
 Tel: (582) 241-7475
 Fax: (582) 241-9369
 Contact: Jose Piñerua, Manager
 Products: fresh, processed

Distribuidora Servifood's C.A.
 Calle Chama, Cent. Com. polo1
 local pb1-pb2,
 Colinas de Bello Monte, Caracas,
 Venezuela
 Tel: (582) 752-1723
 Fax: (582) 752-4069
 Contact: Freddy Dugarte
 Products: fresh, processed

Makro Comercializadora S.A.
 av. Romulo Gallegos Con Carretera
 Petare-Guarenas,
 La Urbina, Caracas, Venezuela
 Tel: (582) 242-2611
 Fax: (582) 242-5725
 Contact: Jacob de Jonge
 Products: fresh, processed

CANADIAN EMBASSY
Edificio Torre Europa, Piso 7
Avenida Francisco de Miranda
Campo Alegre, Caracas 1060,
Republic of Venezuela
Tel:(011-58-2) 951-6166/67/68
Fax:(011-58-2) 951-4950
Contact: Mr. Luis Ramirez

Alimentos Margarita C.A.
 Calle Los Laboratorios,
 Edf. Torre beta, piso 1, ofc.103,
 Los Ruices, Caracas, Venezuela
 Tel: (582) 238-1711
 Fax: (582) 238-0277
 Contact: Eduardo Oropeza
 Products: canned fish & seafood

Conservas Alim. La Gaviota
 Calle Santa Rosa, no. 5,
 Guaicaipuro, Caracas.
 P.O. Box 3275 Caracas 1070-a.
 Venezuela
 Tel: (582) 573-3332
 Fax: (582) 572-4953
 Contact: Francisco Martinez
 Products: canned fish & seafood

Proeba C.A.
 Carretera Petare-Guarenas,
 km. 4, Qta. La Florencia,
 Sector La Florencia, Petare,
 edo. Miranda., P.O. Box 7594
 el Marques., Venezuela
 Tel: (582) 291-2082
 Fax: (582) 291-2958
 Contact: Ricardo Castro Iglesias
 Products: canned fish & seafood

Productos Mar C.A.
 Av. Urdaneta, Esq. Las Ibarras, Edf.
 Pasaje la Seguridad
 Venezuela
 Tel: (582) 561-1021
 Fax: (582) 563-2070
 Contact: Carlos tovar
 Products: canned fish & seafood

Sigo S.A.
 Av. Juan Bautista Arismendi,
 Edf. La Proveduria, Porlamar
 Edo. Nueva Esparta.
 P.O. Box 369,
 Venezuela
 Tel: (5895) 22-150
 Fax: (5895) 61-6256
 Products: seafood

Selex de Venezuela C.A.
 Av. Circunvalacion, Centro
 Comercial Rene, Local b,
 Mercado de Conejeros, Porlamar
 edo. Nueva Esparta.,
 Venezuela
 Tel: (5895) 61-5522
 Fax: (5895) 61-0545
 Contact: Giovanni Incandela
 Products: seafood

Lemca.
 Av. Miranda,
 Edf. Telecaribe, Porlamar,
 Edo. Nueva Esparta., Venezuela
 Tel: (5895) 24-244
 Fax: (5895) 61-8267
 Contact: Francisco Rotemberg
 Products: seafood

Ratan de Margarita.
 Av. 4 De Mayo,
 Edf. Comercial Rattan, Porlamar,
 Edo. Nueva Esparta.
 Venezuela
 Tel: (5895) 61-7911
 Fax: (5895) 61-8021
 Products: seafood

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE
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If you are seeking advice and information about a specific area or country, Trade Commissioners in the *Geographic Trade Divisions* are available to assist you. They are located at 125 Sussex Drive, Ottawa, Ontario, K1A 0G2 [Fax:(613) 996-9103]. In addition, there are Trade Commissioners and Commercial Officers at the Canadian Embassy in The Hague.

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For further information exporters are encouraged to contact the ITC nearest you. Export counselling is also available through the Department of Foreign Affairs and International Trade's *InfoCentre* in Ottawa which can be reached toll free at 1-800-267-8376; local callers: 993-6435.

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